销售接待英语

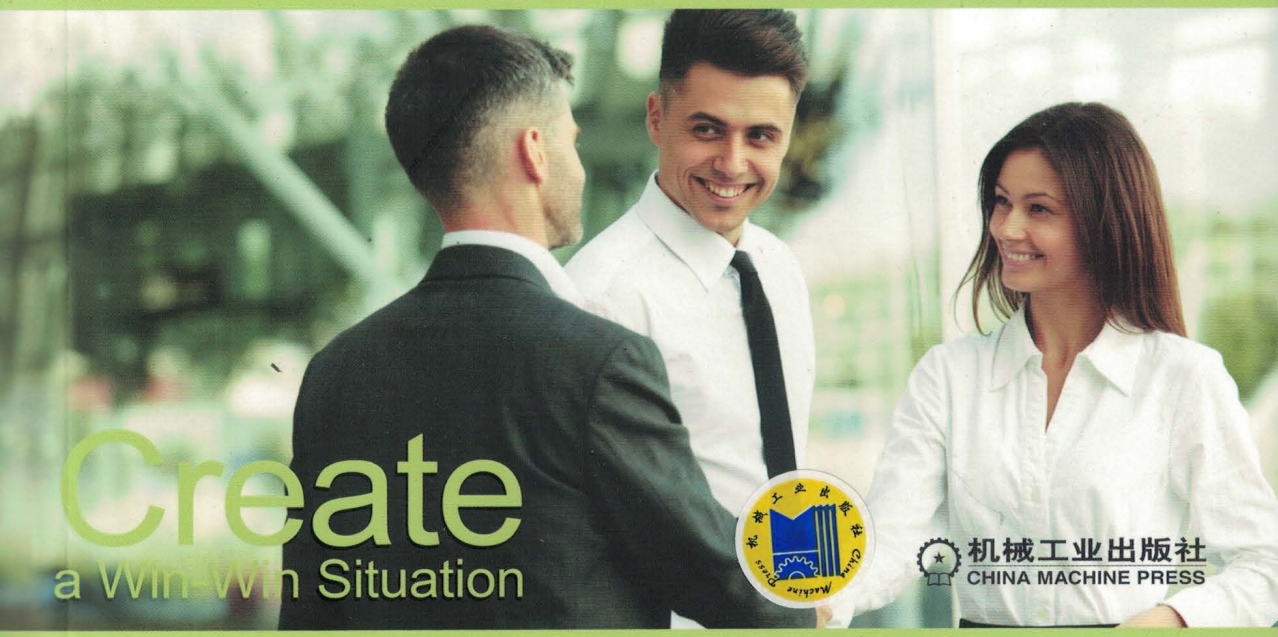
Business English
英语商务通

步步为赢

Buyer Reception Simulation

职场达人与你一同
接待国外生意伙伴！

韩国能率教育有限公司◎著　金玉华◎译



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全面传授商务英语知识，轻松掌握职场商务英语，快速提升职场英文能力！

编排丰富清楚，将基础的必要内容，以简易明了浅显易懂的方式解说！

语言地道实用，让你随心所欲表达，在职场上如鱼得水展现专业水准！

Business English

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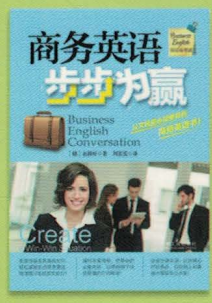

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Buyer Reception Simulation
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Preface

预先演练销售接待

每个职场人士都有过的烦恼、遇到过的问题是什么呢？

当然，职场上有各种各样的烦恼，其中，“与国外的客户会面”是个绕不过去的障碍。你有没有过因为听说国外的客户要来了而匆匆忙忙地跑去买英语书的经历呢？

有没有过因为蹩脚的英语让外国客户感到困惑不解呢？

Let’s stop it once and for all！

希望读者朋友们通过《销售接待英语步步为赢》预先体验一下如何接待国外客户。

本书为你准备了丰富多彩的表达方式，不只有日常的对话，还有可以在会议、协商等正式的场合使用的表达方式，让你通过充满了现场感的对话来学习标准、地道的商务英语（Business English）。只要坚持学习，除了销售接待，计划之外的市内观光、让你有畏难情绪的协商谈判，都不会再有问题了。

那么，祝诸位与国外客户会面成功！

Let’s go！

Lesson Point

第一，我手中的销售接待手册！

在客户面前没法拿出英语书来看，想不起适当的表达方式，急得冷汗直流——这样的经历，每个人都有过。本书比一般的英语书更进一步，感性的设计和内容提高了销售接待手册的实用性。无论何时、何地，一册在手，接待用语了然于心。

第二，从接机直到送行，表达方式尽收眼中！

为了接待重要的客户，你有过一两次翻找商务会话教材的经历吧？

然而，在会话教材诸多的表达方式中找出适合当时场景的句子并把它变成自己的，不是一件容易的事情。本书即提供了可以在实际接待客户时使用的表达方式——从在机场初次见到客户，对公司和产品的简要介绍，到介绍本国的传统文化……

第三，表达方式＋语法＋商务礼仪，夯实高级英语的基础！

只是背诵简单的表达方式，是很难在各种不同情况下熟练运用英语的。本书通过易于表达的语法结构学习和角色扮演（Role Playing），达到对对话技巧的训练，为读者跨越到高级英语夯实基础。

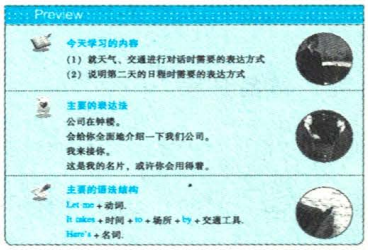
第四，用听力光盘随时随地学习！

本书配有音频文件，让你在车里、在步行时，随时都可以听商务会话，来巩固所学内容。

How to

Preview

介绍主要表达方式和语法结构



Get Ready

整理主要表达方式

Dialog

听对话，中英对照更容易理解

Quiz

考查听力水平和理解程度

Lecture

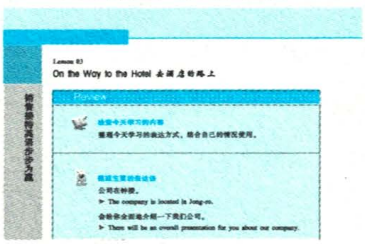
详细讲解表达方式和语法结构

Practice

考查英语表达能力和习得程度

Review

复习整理本课重点知识



Business Tip / Manner

商业用语或文化礼仪提示

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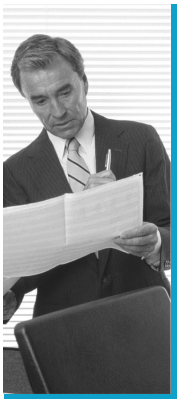
Go about the buyey reception

Buyer Reception Simulation



Go about the buyer reception

Buyer Reception Simulation

Lesson 01　确认访问日程

Checking on the Visit Schedule

Checking on the Visit Schedule

在纳诺通信公司工作的金哲洙给美国泰康电子公司的布朗先生打电话，确认航班日程、谈酒店预订事宜。

Preview

今天学习的内容

（1）打电话时的各种表达方式

（2）再次确认细节日程时必要的表达方式

主要的表达法

我是纳诺通信的金哲洙。

我可以和布朗先生通话吗？

我们会给你预订好酒店。

我想再确认一下你的航班时间。

我们会派人去机场接你。

主要的语法结构

This is ＋姓名 ＋from ＋公司名.

Let me check on ＋航班时间.

This is ＋姓名＋speaking.

金哲洙给美国泰康电子公司的 **Mr. Brown** 打电话，确认访韩日程。
选择 **Mr. Kim** 的适当回答，想一想用英语怎样表达。

Receptionist：Tycon Electronics. How may I help you?
这里是泰康电子。您需要什么帮助？

Kim：我该怎么说呢？

❶ 金：请问我可以和布朗先生通话吗？

❷ 金：哪位是布朗先生？

Brown：This is Brown speaking. 我是布朗。

Kim：我该怎么说呢？

❶ 金：布朗先生，我是韩国纳诺通信公司的金哲洙。

❷ 金：我是金哲洙。

Brown：Yes, I really appreciate that you're taking care of everything.
是，谢谢你安排好各方面的事情。

Kim：我怎样说，布朗先生会这样回答？

❶ 金：我们会给你预订好酒店。

❷ 金：已经预订好酒店房间了。

Brown：I'll be on American Airlines, Feb 14.
是 2 月 14 日美国航空公司的航班。

Kim：我怎样说，布朗先生会这样回答？

❶ 金：我想再次确认一下你的航班时间。

❷ 金：请告诉我到达的时间。

Brown：Oh, that'd be really great. 哦，那太好了。

Kim：我怎样说，布朗先生会这样回答？

❶ 金：我们会派人去机场接你。

❷ 金：机场就有来这边的公共汽车。

Brown：I guess I'll see you then. And thank you for your calling. 那么，到时候机场见。谢谢你来电话。

Kim：我该怎么说呢？

❶ 金：不客气。一路平安。

❷ 金：不要在机场见面，在咖啡厅见吧。

Get ready 正确答案及释义

结合情况，熟悉适当的英语表达方法。

❶ 金　：请问我可以和布朗先生通话吗？

Kim：Can I speak to Mr. Brown, please?

Kim：May I speak to Mr. Brown, please?

❶ 金　：布朗先生，我是纳诺通信公司的金哲洙。

Kim：Mr. Brown, this is Chul-soo Kim from NANO Communications.

Kim：Hello, Mr. Brown. This is Chul-soo Kim from NANO Communications calling.

❶ 金　：我们会给你预订好酒店。

Kim：We'll arrange the hotel booking for you.

Kim：We'll take care of the hotel arrangements for you.

❶ 金　：我想再次确认一下你的航班时间。

Kim：Let me check on your flight schedule again.

Kim：Could you please reconfirm your flight schedule?

❶ 金　：我们会派人去机场接你。

Kim：Somebody from our office will meet you at the airport.

Kim：We'll arrange to meet you at the airport.

❶ 金　：不客气。一路平安。

Kim：Not at all. Have a safe journey.

Kim：It was no trouble. Have a safe trip.

下面是对话内容。听的时候尽量不要看对话文字。

Receptionist : Tycon Electronics. How may I help you?

Kim : Hello, this is Chul-soo Kim from NANO Communications in Korea. Can I speak to Mr. Brown, please?

Receptionist : Yes, could you hold a second, please?

Brown : This is Brown speaking.

Kim : Mr. Brown, this is Chul-soo Kim. How are you?

Brown : Hi, Mr. Kim, I'm doing fine. How about you?

Kim : Couldn't be better. Well, did you get the email I sent you the other day?

Brown : Yes. I really appreciate that you're taking care of everything.

Kim : No problem. As I wrote in the email, we'll arrange the hotel booking for you. I set it up at a hotel near our office. Do you think that's a good choice?

Brown : Yes, that would be really convenient—especially for my trips to and from your office.

Kim : Okay, now let me check on your flight schedule again. You're on American Airlines, Feb 14, right?

Brown : Yes. Oh, and the arrival time is 5:00 pm.

Kim : Okay, somebody from our office will meet you at the airport—probably I'll be there myself.

Brown : Oh, that'd be really great. I was a little bit worried since this is my first time to visit Korea.

Kim : You don't need to be. We'll make sure everything is in order.

Brown : Thank you. That's a relief to hear. Well, I guess I'll see you then. And thank you for calling.

Kim : Not at all. Have a safe journey and I'll see you then. Bye.

Dialog 释义

阅读对话的译文，然后再听一遍。

接待员：这里是泰康电子。您需要什么帮助？

金　：您好，我是韩国纳诺通信公司的金哲洙。请问我可以和布朗先生通话吗？

接待员：好的，请稍等。

布朗　：我是布朗。

金　：布朗先生，我是金哲洙。你好吗？

布朗　：你好，金先生，我很好。你好吗？

金　：我很好。几天前我发给你的电子邮件，你收到了吗？

布朗　：是的。谢谢你安排好各方面的事情。

金　：不客气。正如我在电子邮件里写的，我们会给你预订好酒店。我安排了我们公司附近的酒店，你看好吗？

布朗　：很好，会很方便——尤其在我往来贵公司之间。

金　：好的。现在我想再次确认一下你的航班时间。你乘坐的是 2 月 14 日美国航空公司的航班，对吗？

布朗　：是的。哦，是下午 5 点到达。

金　：好的。我们会派人去机场接你——很可能是我去接你。

布朗　：哦，那太好了。因为是第一次去韩国，我还有点儿担心来着。

金　：你不必担心，我们会安排好一切的。

布朗　：谢谢你。那我就放心了。那么，到时候见。谢谢你打来电话。

金　：不客气。一路平安，到时候见。再见。

听下面的对话，选择适当的回答。

1. Who is calling Tycon Electronics?
   ① A customer.
   ② Mr. Kim.
   ③ Mr. Brown.

2. What will Mr. Kim do for Mr. Brown?
   ① Write an email recommendation.
   ② Pick him up at the hotel.
   ③ Reserve a room.

3. What time will Mr. Brown arrive?
   ① 5:00 am.
   ② 5:00 pm.
   ③ 9:00 am.
   ④ 9:00 pm.

4. Has Mr. Brown visited Korea before?
   ① Never.
   ② Once.
   ③ Twice.

Quiz 正确答案及释义

1. [正确答案] ②

[释义] 问的是给泰康电子打电话的人是谁。对话内容是金哲洙给美国泰康电子的布朗打电话。

Receptionist: Tycon Electronics. How may I help you?
Kim: Hello, this is Chul-soo Kim from NANO Communications in Korea. Can I speak to Mr. Brown, please?
Receptionist: Yes, could you hold a second, please?
Brown: This is Brown speaking.

接待员：这里是泰康电子。您需要什么帮助？
金：您好，我是纳诺通信公司的金哲洙。请问我可以和布朗先生通话吗？
接待员：好的，请稍等。
布朗：我是布朗。

---

2. [正确答案] ③

[释义] 对话中的 we'll arrange the hotel booking for you 说明金哲洙会为布朗预订酒店。book 是动词，意为"预订"，同义词 reserve 也是"预订"的意思。

Brown: Yes. I really appreciate that you're taking care of everything.
Kim: No problem. As I wrote in the email, we'll arrange the hotel booking for you. I set it up at a hotel near our office. Do you think that's a good choice?

布朗：是的，谢谢你安排好各方面的事情。
金：不客气。正如我在电子邮件里写的，我们会给你预订好酒店。我安排了我们公司附近的酒店，你看好吗？

---

3. [正确答案] ②

[释义] 金哲洙问布朗乘坐的是不是 2 月 14 日美国航空公司的航班时，布朗补充说是下午 5 点到达。

Kim: Okay, now let me check on your flight schedule again. You're on American Airlines, Feb 14, right?
Brown: Yes. Oh, and the arrival time is 5:00 pm.
Kim: Okay, somebody from our office will meet you at the airport—probably I'll be there myself.

金：好的。现在我想再次确认一下你的航班时间。你乘坐的是 2 月 14 日美国航空公司的航班，对吗？
布朗：是的。哦，是下午 5 点到达。
金：好的。我们会派人去机场接你——很可能是我去接你。

---

4. [正确答案] ①

[释义] 问布朗之前有没有过访韩经历。布朗回答说是第一次访韩，所以答案是①。

Kim: Okay, somebody from our office will meet you at the airport—probably I'll be there myself.
Brown: Oh, that'd be really great. I was a little bit worried since this is my first time to visit Korea.

金：好的。我们会派人去机场接你——很可能是我去接你。
布朗：哦，那太好了。因为是第一次去韩国，我还有点儿担心来着。

主要语法

我是某公司的某人。

This is + 名字 + from + 公司名.

▶ This is Chul-soo Kim from NANO Communications in Korea.
This is Chul-soo Kim with NANO Communications in Korea.
我是韩国纳诺通信公司的金哲洙。

▶ 问公司名时也用 this
Is this Tycon Electronics? 是泰康电子公司吗?

请问我可以和……通话吗?

▶ Can I speak to Mr. Brown, please? 请问我可以和布朗先生通话吗?
May I speak to Mr. Brown?
I'd like to speak to Mr. Brown.
Is Mr. Brown in?

对方不在时可以使用的表达方式

▶ I'll call him back. 我回头再给他打电话。

▶ Could you tell him that Chul-soo Kim from NANO called?
可以转告他纳诺通信公司的金哲洙来过电话吗?

▶ Please ask him to give me a call when he returns.
请告诉他回来后给我打个电话。

[参考] 读电话号码的方法

▶ 234-2789
two three four (pause) **two seven** (pause) **eight nine**
two three four (pause) **twenty seven** (pause) **eighty nine**
电话号码后面的四个数字两个一组地说为好

如何避免混淆、让对方听清楚拼写

▶ Kim, K for King, I for Idea, M for Mother.
Kim, K as in King, I as in Idea, M as in Mother.

不要挂断，请稍等一下。

▶ Could you hold a second, please?
Hold on, please.
Hold on.
One moment, please.
Could you hold for a minute, please?

我来为你接通（电话）。

▶ I'll put you through.
I'll transfer your call.
I'll connect you. /Let me connect you. /You will be connected.

主要语法

（接电话后）我是某人。

This is + 名字 + speaking.

▶ 我是布朗。

This is Brown speaking.

Brown speaking.

This is Kim Chul-Soo speaking.

（This is Mr. Kim speaking. 不可取）

我很好。

▶ Couldn't be better. 我很好。

主要语法

确认航班和日期时

Let me check on…

▶ Let me check on your flight schedule again. You are on "航空公司".

询问航班时的表达方式

▶ What flight will you be arriving on? 你乘坐哪个航班到达？

What time does your flight arrive? 你乘坐的航班几点到达？

和预订酒店有关的表达方式

▶ 我们来给你预订好酒店。

We'll arrange the hotel booking for you.

▶ 预订酒店

book a hotel room/reserve a hotel room/make a hotel reservation

说会去接机的时候

▶ Somebody from our office will meet you at the airport. 我们会派人去机场接你。

▶ （通常指开车）接 meet, pick up（I will pick you up.）

（通常指开车）送 drop off

一路平安。

▶ Have a safe journey/trip. Have a safe flight/drive.

Have a nice/comfortable flight. Have a pleasant flight.

Have a nice ride.

间接测试自己的英语表达能力。仔细读问题后选择正确的回答。

1. 对下面通话时的问题，最适当的回答是？

Tycon：Tycon Electronics. How may I help you?

① **Kim：** Hello，this is Chul-soo Kim from NANO Communications in Korea.

② **Kim：** Hi，this is my friend Chul-soo from NANO Communications.

③ **Kim：** Thank you. I would like some help.

2. 对下面通话时的问题，最适当的回答是？

Tycon：He'll be back in about an hour.

① **Kim：** I'll meet him in an hour then.

② **Kim：** I'll call and confirm that later.

③ **Kim：** I see. I'll call again then.

3. 对下面通话时的问题，最适当的回答是？

Tycon：I'm afraid he's not at his desk at the moment.

① **Kim：** Can you tell him to come to his desk?

② **Kim：** Could you give him a call?

③ **Kim：** Could you please tell him to give me a call when he returns?

4. 对布朗的问题最适当的回答是？

Brown：I'm doing fine. How about you?

① **Kim：** I like this one better.

② **Kim：** Couldn't be better.

③ **Kim：** I'd like some，too.

5. 怎样说，布朗会这样回答？

Brown：I really appreciate that you're taking care of everything.

① **Kim：** I'll arrange the flight reservation myself.

② **Kim：** We'll arrange the hotel booking for you.

③ **Kim：** I have a surprise for you，too.

6. 怎样说，布朗会这样回答？

Brown：I'll be on American Airlines. And the arrival time is 5:00 pm.

① **Kim：** Now let me check on your flight schedule again.

② **Kim：** Let me know your ticket cost as soon as possible.

③ **Kim：** What time are you going to the airport?

7. 怎样说，布朗会这样回答？

Brown：Oh，that'd be really great.

① **Kim：** Somebody is waiting to meet you at the office.

② **Kim：** Somebody will be looking for you.

③ **Kim：** Somebody from our office will meet you at the airport.

Practice 正确答案及释义

1. [正确答案] ① **Kim**: Hello, this is Chul-soo Kim from NANO Communications in Korea.
   [释义] 泰康：这里是泰康电子公司。您需要什么帮助？
   金 ：你好，我是韩国纳诺通信公司的金哲洙。
   金 ：你好，在纳诺通信公司工作的我的朋友哲洙。
   金 ：谢谢。我需要帮助。

2. [正确答案] ③ **Kim**: I see. I'll call again then.
   [释义] 泰康：1 小时后会回来的。
   金 ：那么我 1 小时后见他。
   金 ：我回头打电话确认一下。
   金 ：知道了。我再打电话。

3. [正确答案] ③ **Kim**: Could you please tell him to give me a call when he returns?
   [释义] 泰康：对不起，他现在不在座位上。
   金 ：能让他回到座位来吗？
   金 ：能给他打个电话吗？
   金 ：他回来后能让他给我打个电话吗？

4. [正确答案] ② **Kim**: Couldn't be better.
   [释义] 布朗：我很好。你好吗？
   金 ：我更喜欢这个。
   金 ：我很好。
   金 ：我也想要一些。

5. [正确答案] ② **Kim**: We'll arrange the hotel booking for you.
   [释义] 布朗：谢谢你安排好各方面的事情。
   金 ：我自己来预订航班。
   金 ：我们来给你预订好酒店。
   金 ：我也有一个惊喜给你。

6. [正确答案] ① **Kim**: Now let me check on your flight schedule again.
   [释义] 布朗：我将乘坐美国航空公司的航班。到达的时间是下午 5 点。
   金 ：我想再确认一下航班时间。
   金 ：请尽快告知我机票费用。
   金 ：你打算几点去机场？

7. [正确答案] ③ **Kim**: Somebody from our office will meet you at the airport.
   [释义] 布朗：哦，那太好了，谢谢你。
   金 ：有人在办公室等你。
   金 ：会有人去找你的。
   金 ：我们会派人去机场接你的。

Lesson 01

Checking on the Visit Schedule 确认访问日程

Review

检查今天学习的内容

整理今天学习的内容，结合自己的情况使用。

整理主要的表达法

我是纳诺通信公司的金哲洙。

▶ This is Chul-soo Kim from NANO Communications.

我可以和布朗先生通话吗？

▶ Can I speak to Mr. Brown?

我们会给你预订好酒店。

▶ We'll arrange the hotel booking for you.

我想再确认一下你的航班时间。

▶ Let me check on your flight schedule again.

我们会派人去机场接你。

▶ Somebody from our office will meet you at the airport.

整理主要的语法结构

- This is Chul-soo Kim from NANO Communication in Korea.
- Let me check on your flight schedule again.
- This is Brown speaking.

Lesson 01

Checking on the Visit Schedule 确认访问日程

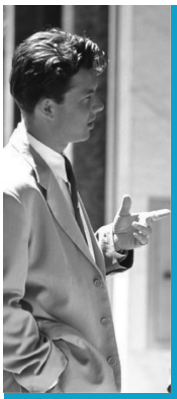
Business Manner

打电话

打电话时来电方应首先告知接电方自己的名字和所在公司及部门，这是基本的礼仪。然后再拜托接电方（找人）。转接后，来电方应要再次告知自己的名字，然后再谈要说的事情。

接电话时，接电方要尽快接电话，然后报上自己的公司名称、所属部门和自己的名字。

知道来电方的信息后，要马上问候。如果来电方要找的人不在，要确认一下来电方是否要留言，然后准确地转达。无论多忙，即使是对方打错了，接电话时也要态度和蔼。



Go about the buyer reception

Buyer Reception Simulation

Lesson 02 接机

Meeting at the Airport

Meeting at the Airport

纳诺通信公司的金哲洙在机场接布朗，互相问好后，带他去乘车。

Preview

今天学习的内容

（1）初次见面时需要用到的表达方式

（2）帮助提旅行箱时需要用到的表达方式

主要的表达法

你是泰康电子的布朗先生吗？

见到你本人很高兴。

我们把行李放到行李车上吧。

车在外面等着呢。

主要的语法结构

Aren't you + 名字 + from + 公司名？

You must be + 形容词/名词/动词.

Would you like to + 动词？

金哲洙去机场接从美国泰康电子来的 **Mr. Brown**。
选择 **Mr. Kim** 的适当回答，然后想一想用英语怎样表达。

Brown：Yes, I am. Then you must be Mr. Kim, from NANO Communications.
是的，我是。那么，你一定是纳诺通信的金哲洙先生吧。

Kim：我怎样问，布朗会这样回答？

❶ 金：你是泰康电子的布朗先生吗？

❷ 金：泰康电子的布朗先生来了吗？

Brown：No, not at all. I slept throughout the flight.
一点都不累。飞行的路上我一直在睡。

Kim：我怎样问，布朗会这样回答？

❶ 金：旅途中睡得很多吗？

❷ 金：长途旅行后你一定很累了。

Brown：Yes, this is it.
是的，就这些。

Kim：我怎样问，布朗会这样回答？

❶ 金：行李就这些吗？

❷ 金：把行李放在行李车上吧。

Brown：No, I'm fine. I had plenty on the plane.
不用了，我在飞机上吃饱了。

Kim：我怎样问，布朗会这样回答？

❶ 金：你吃饱了吗？

❷ 金：要不要吃点什么？

Brown：Great. Let's head that way.
好的，走吧。

Kim：我怎样说，布朗会这样回答？

❶ 金：车在外面等着呢。

❷ 金：车在哪儿？

Get ready 正确答案及释义

结合情况，熟悉适当的英语表达方法。

❶ 金　：你是泰康电子的布朗先生吗？

Kim：Aren't you Mr. Brown, from Tycon Electronics?

Kim：You must be Mr. Brown from Tycon Electronics.

❷ 金　：长途旅行后你一定很累了。

Kim：You must be really tired after the long flight.

Kim：Don't you feel tired after the long trip?

❶ 金　：行李就这些吗？

Kim：Is this all you're carrying?

Kim：Is this all you have?

❷ 金　：要不要吃点什么？

Kim：Would you like to have something to eat?

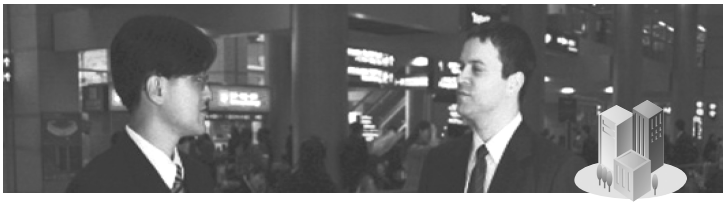
Kim：Do you want to have anything to eat?

❶ 金　：车在外面等着呢。

Kim：The car is waiting outside.

Kim：I have a car waiting outside.

下面是对话内容。听的时候尽量不要看对话文字。



Kim : Excuse me, but aren't you Mr. Brown, from Tycon Electronics?

Brown : Yes, I am. Then you must be Mr. Kim, from NANO Communications.

Kim : Yes. Nice to meet you.

Brown : Nice to meet you, too. It's so great to meet you in person after all those calls and email.

Kim : It is, indeed. Well, you must be really tired after the long flight.

Brown : No, not at all. I slept throughout the flight. Thank you for coming all the way to the airport to meet me.

Kim : It was my pleasure. Well, I guess we'd better get going. This way, please.

Kim : Is this all you're carrying?

Brown : Yes, this is it.

Kim : It looks heavy. Let's put it in a luggage cart.

Brown : No, that's okay. Well, if you insist, thank you.

Kim : Oh, by the way, would you like to have something to eat or drink before we leave the airport?

Brown : No, I'm fine. I had plenty on the plane.

Kim : I see. I guess we can go directly to the hotel, then. The car is waiting outside.

Brown : Great. Let's head that way.

Dialog 释义

阅读对话的译文，然后再听一遍。

金　：打扰一下，你是泰康电子公司的布朗先生吗？

布朗：是的，我是。那么你一定是纳诺通信公司的金哲洙吧？

金　：是的。很高兴见到你。

布朗：我也很高兴见到你。之前只通过电子邮件和电话，见到你本人真高兴。

金　：是的。长途旅行后你一定很累了。

布朗：一点都不累。飞行的路上我一直在睡。谢谢你能来机场接我。

金　：不客气。那我们走吧。请这边走。

金　：行李就这些吗？

布朗：是的，就这些。

金　：行李看起来挺重的。把它放到行李车上吧。

布朗：没关系。哦，既然你坚持，那么谢谢你。

金　：哦，对了，离开机场之前要不要吃点东西或者喝点什么？

布朗：不用了。我在飞机上吃饱了。

金　：好的。那么，我想我们就直接去酒店吧。车在外面等着呢。

布朗：好的，走吧。

听下面的对话，选择适当的回答。

1. Have Mr. Brown and Mr. Kim met before?
   ① Yes.
   ② No.
   ③ It is not mentioned.

2. How does Mr. Brown feel after the flight?
   ① He is tired.
   ② He is not tired at all.
   ③ He is angry about delays.

3. How are they going to carry Mr. Brown's luggage?
   ① They're going to use a cart.
   ② Mr. Brown will carry it alone.
   ③ Mr. Kim will carry it.

4. What did they do before leaving the airport?
   ① They had something to drink.
   ② They had something to eat.
   ③ They waited for a car.
   ④ None of the above.

Quiz 正确答案及释义

1. [正确答案] ②

[释义] 从对话来看，金哲洙问“你是布朗先生吗?”，然后问候说“见到你本人很高兴。”可见两个人以前没有见过面。

Kim : Excuse me, but aren't you Mr. Brown, from Tycon Electronics?
Brown : Yes, I am. Then you must be Mr. Kim, from NANO Communications.
Kim : Yes. Nice to meet you.

金 : 打扰一下，你是泰康电子公司的布朗先生吗?
布朗 : 是的，我是。那么你一定是纳诺通信的金哲洙。
金 : 是的。很高兴见到你。

---

2. [正确答案] ②

[释义] 布朗说在乘坐飞机期间一直都在睡，所以不累。

Kim : It is, indeed. Well, you must be really tired after the long flight.
Brown : No, not at all. I slept throughout the flight. Thank you for coming all the way to the airport to meet me.

金 : 是的。长途旅行后你一定很累了。
布朗 : 一点都不累。飞行的路上我一直在睡。谢谢你能来机场接我。

---

3. [正确答案] ①

[释义] 对话中金哲洙提议“Let's put it in a luggage cart.”，布朗回答说“Well, if you insist, thank you.”，可见是用了行李车。

Kim : Is this all you're carrying?
Brown : Yes, this is it.
Kim : It looks heavy. Let's put it in a luggage cart.
Brown : No, that's okay. Well, if you insist, thank you.

金 : 行李就这些吗?
布朗 : 是的，就这些。
金 : 行李看起来挺重的。把它放在行李车上吧。
布朗 : 没关系。既然你坚持，谢谢你。

---

4. [正确答案] ④

[释义] 离开机场之前，他们没有吃什么或者喝什么东西就直接去乘车了。

Kim : Oh, by the way, would you like to have something to eat or drink before we leave the airport?
Brown : No, I'm fine. I had plenty on the plane.
Kim : I see. I guess we can go directly to the hotel, then. The car is waiting outside.

金 : 对了，离开机场之前要不要吃点东西或者喝点什么?
布朗 : 不用了。我在飞机上吃饱了。
金 : 那么，我们就直接去酒店吧。车在外面等着呢。

我（打电话是）想……

主要语法

初次见面的时候

- ▶ Aren't you Mr. Brown, from Tycon Electronics? 你是泰康电子公司的布朗先生吗？
- ▶ 是从某公司来的某人吗？
  Aren't you + 名字 + from + 公司名？
- ▶ Excuse me, aren't you Mr. Brown? 打扰一下，你是布朗先生吗？
- ▶ Mr. Brown, I presume? 你是布朗先生吗？
- ▶ 相识的情况
  Mr. Brown! Over here! 布朗先生！这里！

主要语法

表达肯定推测的时候

- ▶ You must be Mr. Kim, from NANO Communications. 你一定是纳诺通信的金哲洙。
- ▶ 表达肯定推测时，用“You must be + 形容词/名词/动词-ing 进行式”。
- ▶ must 1. 必须做……，一定要做……
  2. 一定是……，肯定是……（肯定推测）
- ▶ be 之后也可以接形容词
  You must be really tired after the long flight. 长途旅行后你一定很累了。

见面相互问候时

- ▶ 很高兴见到你。
  Nice to meet you.
  I'm pleased to meet you.
- ▶ 之前见过面的情况
  又见到你真高兴。
  I'm so glad to meet you again.
  It's nice to meet you again.
- ▶ 之前只通过电子邮件和电话，见到你本人真高兴。
  It's so great to meet you in person after all those calls and emails.

[Biz Tip] 握手的礼仪

1. 在英美国家，握手时要注视对方的眼睛，用力握手。
2. 如果自己是男性，对方是女性，不要主动握手，要在对方主动握手时回应。

询问有关乘飞机旅行时

▶ 长途旅行后你一定很累了吧。
You must be really tired after the long flight.

▶ 飞行旅途怎么样？
How was your flight?
How did you like the flight?
Did you have a good flight?

不客气——回答道谢的话时

▶ It was my pleasure.
不客气。

▶ My pleasure.
Don't mention it.
You don't need to mention it.
You're welcome.
No problem.
Think nothing of it.

为对方拿行李时

▶ 行李：luggage，baggage，bag

▶ It looks heavy. Let's put it in a luggage cart.
行李看起来挺重的，把它放到行李车上吧。

▶ 我来帮你拿行李吧。
Let me take your bag for you.
Let me carry your bag/luggage for you.
＊ luggage，baggage 本身为“行李”的总称，不要在后面加 s。
Let me help you with that bag［those bags］.

如果你坚持 / 如果你这么说的话。

▶ If you insist.
If you say so.

主要语法

提议吃点东西或者喝点什么的时候

▶ Would you like to have something to eat or drink?
你要不要吃点东西或者喝点什么？
说“Would you like to have something?”也可以。
（have 比 eat 用得多）

间接测试自己的英语表达能力。仔细读问题后选择正确的回答。

1. 怎样问，布朗会这样回答？

Brown：Yes，I am. Then you must be Mr. Kim，from NANO Communications.

① **Kim：** Do you know Mr. Brown from Tycon Electronics?

② **Kim：** Are you looking for Mr. Brown?

③ **Kim：** Excuse me，aren't you Mr. Brown，from Tycon Electronics?

2. 怎样说，布朗会这样回答？

Brown：No，not at all. I slept throughout the flight.

① **Kim：** You must be really tired after the long flight.

② **Kim：** Did you get a good sleep on the flight?

③ **Kim：** Did you like the flight?

3. 对布朗的话最适当的回答是？

Brown：Thank you for coming all the way to the airport to meet me.

① **Kim：** I'm pleased as well.

② **Kim：** It was my pleasure.

③ **Kim：** It was a pleasant drive.

4. 怎样问，布朗会这样回答？

Brown：Yes，this is all that I brought.

① **Kim：** Is that all you're taking?

② **Kim：** Is that all you're carrying?

③ **Kim：** Is that all you're buying?

5. 怎样问，布朗会这样回答？

Brown：No，I'm fine. I had plenty on the plane.

① **Kim：** Would you like to go to sleep now?

② **Kim：** Would you like to have some more coffee?

③ **Kim：** Would you like to have something to drink before we leave the airport?

6. 怎样说，布朗会这样回答？

Brown：Great. Let's head that way.

① **Kim：** She's waiting outside.

② **Kim：** The car is waiting outside.

③ **Kim：** We'll be waiting outside.

Practice 正确答案及释义

1. [正确答案] ③ **Kim**: Excuse me, aren't you Mr. Brown, from Tycon Electronics?
[释义] 布朗：是的，我是。那么，你一定是纳诺通信的金哲洙吧。
金 ：你知道泰康电子公司的布朗先生吗？
金 ：你在找布朗先生吗？
金 ：打扰一下，你是泰康电子公司的布朗先生吗？

2. [正确答案] ① **Kim**: You must be really tired after the long flight.
[释义] 布朗：一点都不累。飞行的路上我一直在睡。
金 ：长途旅行后你一定很累吧。
金 ：在飞机上睡好了吗？
金 ：飞行旅途还好吗？

3. [正确答案] ② **Kim**: It was my pleasure.
[释义] 布朗：谢谢你能来机场接我。
金 ：我也很高兴。
金 ：不客气。
金 ：开车路上很愉快。

4. [正确答案] ② **Kim**: Is that all you're carrying?
[释义] 布朗：是的，就这些。
金 ：要带去的东西就是这些吗？
金 ：行李就是这些吗？
金 ：要买的东西就是这些吗？

5. [正确答案] ③ **Kim**: Would you like to have something to drink before we leave the airport?
[释义] 布朗：不用了。我在飞机上喝过了。
金 ：现在想睡吗？
金 ：要不要再喝一点咖啡？
金 ：离开机场之前要不要喝点什么？

6. [正确答案] ② **Kim**: The car is waiting outside.
[释义] 布朗：好的。走吧。
金 ：她在外面等着呢。
金 ：车在外面等着呢。
金 ：我们会在外面等。

Lesson 02

Meeting at the Airport 接机

Review

检查今天学习的内容

整理今天学习的表达方式，结合自己的情况使用。

整理主要的表达法

你是泰康电子公司的布朗先生吗？

▶ Aren't you Mr. Brown, from Tycon Electronics?

见到你本人很高兴。

▶ It's so great to meet you in person.

我们把行李放到行李车上吧。

▶ Let's put it in a luggage cart.

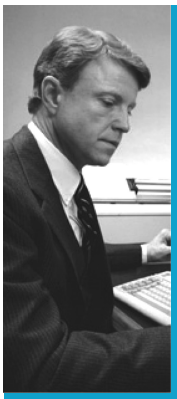
车在外面等着呢。

▶ The car is waiting outside.

整理主要的语法结构

- Aren't you Mr. Brown, from Tycon Electronics?
- You must be really tired after the long flight.
- Would you like to have something to drink?

Memo



Go about the buyer reception

Buyer Reception Simulation

Lesson 03 去酒店的路上

On the Way to the Hotel

On the Way to the Hotel

纳诺通信公司的金哲洙开车送布朗去酒店的路上。

Preview

今天学习的内容

（1）就天气、交通进行对话时需要的表达方式

（2）说明第二天的日程时需要的表达方式

主要的表达法

公司在钟楼。

会给你全面地介绍一下我们公司。

我来接你。

这是我的名片，或许你会用得着。

主要的语法结构

Let me + 动词.

It takes + 时间 + to + 场所 + by + 交通工具.

Here's + 名词.

金哲洙和 Mr. Brown 一起乘车离开机场去 Mr. Brown 要入住的酒店。
选择 Mr. Kim 的适当回答，想一想用英语怎么表达。

Mr. Brown

Brown：Okay. Thank you. 好的。谢谢你。

Kim：我怎样说，布朗会这样回答？

❶ 金：行李比想象的多啊。

❷ 金：我来给你拿行李。

Mr. Brown

Brown：I hope the weather will be good all the while I'm here.
希望在这里这段时间天气都会很好。

Kim：对布朗的话最适当的回答是？

❶ 金：据天气预报说这周天气都会很晴朗。

❷ 金：希望你在这里这段时间天气都会很好。

Mr. Brown

Brown：Is traffic usually this bad all day? 交通总是这么拥挤吗？

Kim：对布朗的话最适当的回答是？

❶ 金：堵车很厉害啊。

❷ 金：堵车不是很厉害啊。

Mr. Brown

Brown：How much longer do you think it will take to get to the hotel?
到酒店还需要多长时间？

Kim：对布朗的话最适当的回答是？

❶ 金：酒店不是很远。

❷ 金：还需要大约 1 小时。

Mr. Brown

Brown：I've been looking forward to that. 很让人期待啊。

Kim：怎样说，布朗会这样回答？

❶ 金：会给你全面地介绍一下我们公司。

❷ 金：是第一次来公司吧？

Mr. Brown

Brown：How do I get to your office, by the way? 顺便问一下，到贵公司该怎么走呢？

Kim：对布朗的话最适当的回答是？

❶ 金：我来接你。

❷ 金：公司不远。

Mr. Brown

Brown：That's very considerate of you. 你考虑得真周到。

Kim：我怎样说，布朗会这样回答？

❶ 金：这是我的名片，或许你会用得着。

❷ 金：如果有什么事，请给我打电话。

Get ready 正确答案及释义

结合情况，熟悉适当的英语表达方法。

Mr. Kim

❷ 金　：我来给你拿行李。

Kim：Let me take care of your luggage.

Kim：I'll take care of your luggage.

Mr. Kim

❶ 金　：据天气预报说这周天气都会很晴朗。

Kim：The weather forecast said it'd be sunny throughout the week.

Kim：They said the weather would be clear all this week.

Mr. Kim

❶ 金　：堵车很厉害啊。

Kim：The traffic is pretty heavy.

Kim：There are many cars on the street.

Mr. Kim

❷ 金　：还需要大约 1 小时。

Kim：About an hour from now, maybe.

Kim：I guess it will take an hour or so from now.

Mr. Kim

❶ 金　：会给你全面地介绍一下我们公司。

Kim：There will be an overall presentation for you about our company.

Kim：We'll give you a general presentation about our company.

Mr. Kim

❶ 金　：我来接你。

Kim：I'll come to pick you up.

Kim：I'll be here to pick you up.

Mr. Kim

❶ 金　：这是我的名片，或许你会用得着。

Kim：Here's my business card in case of an emergency.

Kim：This is my business card just in case.

下面是对话内容。听的时候尽量不要看对话文字。

Kim : Here's the car. Let me take care of your luggage. Go ahead and get in, please.
Brown : Okay. Thank you.
Brown : You told me that the hotel I'll be staying in is near your office. Where is your company located?
Kim : In Jong-ro. It's central Seoul. There are many tourist attractions nearby.
Brown : Really, that sounds exciting. I hope the weather will be good all the while I'm here.
Kim : Don't worry about it. I checked the week's weather forecast and it said it'd be sunny throughout the week.
Brown : That's nice to hear.
Kim : Oh, the traffic is pretty heavy. I'm sorry, cause you must be really tired.
Brown : No, I'm fine. Is traffic usually this bad all day?
Kim : Not really. It's just that it's around rush hour.
Brown : I see. How much longer do you think it will take to get to the hotel?
Kim : Another hour from now, maybe. I know that seems a long time after traveling so far already.
Brown : A little. But I'll be fine after a hot shower and some sleep.
Kim : Well, here we are.
Brown : Yes, finally. The hotel looks fabulous.
Kim : I'm glad you like it. You know that it's near our company, so it will be convenient when you visit.
Brown : Right, that will be nice. Once again, thank you for taking care of everything.
Kim : It's nothing. Well, let's check in now. It's this way.
Kim : Now, here's tomorrow's schedule. First, there will be an overall presentation for you about our company. Then, you'll be introduced to our CEO and some company staff.
Brown : I've been looking forward to that. How do I get to your office, by the way?
Kim : I'll come to pick you up, say, around 9:30. How does that sound?
Brown : Yes, that will be fine. Where shall we meet, then?
Kim : Right here in the lobby. Oh, and here's my business card in case of emergency.
Brown : That's very considerate of you. Thank you for everything today.
Kim : You're more than welcome. Please have a good rest and I'll see you tomorrow.
Brown : All right. See you tomorrow.

Dialog 释义

阅读对话的译文，然后再听一遍。

金　： 就是这辆车。我来给你拿行李，请先上车吧。
布朗： 好，谢谢你。
布朗： 你说我要住的酒店在你们公司附近。你们公司在哪儿？
金　： 在钟楼，是首尔市中心。周围有很多有名的景点。
布朗： 真的很让人期待啊。希望在这里这段时间天气都会很好。
金　： 别担心。我查了这周的天气预报，说这周天气都会很晴朗。
布朗： 那太好了。
金　： 哦，堵车很厉害啊。抱歉，你一定很累吧。
布朗： 没关系。交通总是这么拥挤吗？
金　： 不是的，现在是交通高峰时间。
布朗： 是这样啊。到酒店还需要多长时间？
金　： 还需要大概 1 小时。长途旅行之后一定觉得很漫长。
布朗： 有一点。不过热水淋浴之后再睡一觉就会好的。
金　： 到了。
布朗： 是啊，终于到了。酒店看上去很好。
金　： 很高兴你能喜欢。你知道，这儿离我们公司很近，所以你来我们公司会很方便。
布朗： 很好。再次谢谢你安排好各方面的事情。
金　： 这没什么。那么，现在去登记入住吧。请这边走。
金　： 这是明天的日程安排。首先，会给你全面地介绍一下我们公司。然后，会把你介绍给我们的总裁和一些公司员工。
布朗： 很让人期待啊。顺便问一下，到贵公司该怎么走呢？
金　： 我来接你，在上午 9:30 左右。你觉得怎样？
布朗： 好的。那么我们在哪儿见？
金　： 就在这里的大厅见吧。哦，这是我的名片，或许你会用得着。
布朗： 你考虑得真周到。今天谢谢你了。
金　： 不客气。好好休息，明天见。
布朗： 好的。明天见。

听下面的对话，选择适当的回答。

1. Where is the company located?
   ① In the center of Seoul.
   ② Near the airport.
   ③ Near a tourist information center.

2. How will the week's weather be?
   ① Rainy.
   ② Sunny.
   ③ Gloomy.

3. Is the company near the hotel?
   ① Yes.
   ② No.
   ③ It is not mentioned.

4. What will Mr. Brown do first tomorrow?
   ① Meet company staff.
   ② Meet the CEO of the company.
   ③ Listen to a company presentation.

5. Where will they meet?
   ① At Mr. Kim's office.
   ② In the lobby.
   ③ In front of the hotel.

Quiz 正确答案及释义

1. [正确答案] ①
[释义] 对话中说到公司位于钟楼，在首尔市中心，所以正确答案是①。

Brown：You told me that the hotel I'll be staying in is near your office. Where is your company located?
Kim：In Jong-ro. It's central Seoul. There are many tourist attractions nearby.
布朗：你说我要住的酒店在你们公司附近，公司在哪儿？
金：在钟楼，是首尔市中心，周围有很多有名的景点。

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2. [正确答案] ②
[释义] 对话中说到这周内天气都会很晴朗，所以正确答案是②。gloomy，阴沉的。

Brown：Really, that sounds exciting. I hope the weather will be good all the while I'm here.
Kim：Don't worry about it. I checked the week's weather forecast and it said it'd be sunny throughout the week.
布朗：真的很让人期待啊。希望在这里这段时间天气都会很好。
金：别担心。我查了这周的天气预报，说这周内天气都会很晴朗。

---

3. [正确答案] ①
[释义] 对话中说到酒店离金哲洙的公司很近，所以正确答案是①。

Brown：Yes, finally. The hotel looks fabulous.
Kim：I'm glad you like it. You know that it's near our company, so it will be convenient when you visit.
布朗：是啊，终于到了。酒店看上去很好。
金：很高兴你能喜欢。你知道，这儿离我们公司很近，所以你来我们公司会很方便。

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4. [正确答案] ③
[释义] 对话中说到明天的第一项日程是做公司介绍，所以正确答案是③。

Kim：Now, here's tomorrow's schedule. First, there will be an overall presentation for you about our company. Then, you'll be introduced to our CEO and some company staff.
金：这是明天的日程安排。首先，会给你全面地介绍一下我们公司。然后，会把你介绍给我们的总裁和公司的一些员工。

---

5. [正确答案] ②
[释义] 两人见面的场所是酒店大厅，所以正确答案是②。in front of the hotel，在酒店前面。

Brown：Yes, that will be fine. Where shall we meet, then?
Kim：Right here in the lobby. Oh, and here's my business card in case of emergency.
布朗：好。那么我们在哪儿见？
金：就在这里的大厅见吧。哦，这是我的名片，或许你会用得着。

主要语法

我来给你拿行李。

▶ Let me take care of your luggage.
= I'll take care of your luggage.
* luggage 没有复数形式。luggages（×）

▶ 我来为你……：Let me + 动词。
Let me carry［take］that for you. 我来给你拿。
Let me explain it to you. 我来给你说明。

请上车吧。

▶ Please get in. 请上车吧。
Please hop in. 请上车。（用于朋友或者熟悉的人之间）

▶ Please get in the back［front］. 请坐后面［前面］的座位。

▶ After you, please. 请先上（出租/公共汽）车。

说明公司的位置时

▶ The company is located in + 地名. 公司在……

［通过时间、交通工具等说明位置时］

▶ It takes 30 minutes by car. 开车需要 30 分钟。

▶ The company is about a 20 minutes drive from here. 从这里开车去公司需要大约20 分钟。

▶ The city is about 20 km south of Seoul. 那座城市在首尔南大约 20 公里。

和天气有关的表达方式

▶ The weather forecast said it'd be sunny throughout the week.
* warm 温暖的 hot 热的 cool 凉爽的 chilly 阴冷的 cold 寒冷的 freezing 极冷的

交通拥堵时

▶ The traffic is pretty heavy. 交通很拥挤啊。

▶ We are caught in heavy traffic.
We are caught in a traffic jam.
我们遇到了交通拥堵。

▶ The traffic is light today. 今天交通不拥挤。

主要语法

需要大约 1 小时。

▶ It takes about an hour to the hotel. 到酒店需要大约 1 小时。

▶ 乘坐（交通工具）需要（时间）
It takes about an hour by car/taxi/bus/subway.
乘坐汽车/出租车/公共汽车/地铁需要大约 1 小时。

在酒店登记入住时

▶ Let's check in now. 我们现在来登记入住吧。

▶ Let me help you with check in. 我来帮你登记入住。

May I help you check in? 我来帮助你登记入住好吗?

▶ 带领某人去房间、餐厅时

The room is on the 8th floor, and the room number is 818. 房间是 8 层 818 号。

You can find the restaurant on the 1st floor. 餐厅在 1 层。

就日程进行说明

▶ Here's the schedule. 这是日程表。

▶ There will be an overall presentation for you about our company.

会给你全面地介绍一下我们公司。

* 全面介绍 overall introduction　　简要介绍 brief introduction

主要语法

提供联系方式时

▶ Here's my business card in case of emergency. 这是我的名片，或许你会用得着。

* "名片" 不是 name card，而是 business card

name card 是很多人聚在一起时佩戴的 "姓名卡"。

▶ This is my cell phone number. If you have any problems, please give me a call.

这是我的手机号码。有事请给我打电话。

▶ Here's my business card. 这是我的名片。

* "这是……" Here's a [an] / my [your] + 名词.

Here's your key. 这是你的钥匙。

我来接你

▶ I'll come to pick you up, around 9:30.

= I'll be here to pick you up, around 9:30.

我 9 点半左右来接你。

▶ I'll be waiting for you in the lobby. 我会在大厅等你。

Let's plan to meet in the lobby. 我们在大厅见吧。

好好休息

▶ Please have a good rest.

▶ Have a good night.

间接测试自己的英语表达能力。仔细读问题后选择正确的回答。

1. 怎样说，布朗会这样回答？

Brown：Okay. Thank you.

① **Kim：** Where is your luggage?

② **Kim：** Let me open your luggage.

③ **Kim：** Let me take care of your luggage.

2. 对布朗的问题最适当的回答是？

Brown：Where is your company located?

① **Kim：** In Jong-ro. It's central Seoul.

② **Kim：** It's not here.

③ **Kim：** I'll look for it.

3. 对布朗的话最适当的回答是？

Brown：I hope the weather will be good all the while I'm here.

① **Kim：** The weather forecast said it'd be sunny throughout the week.

② **Kim：** Yes, it looks really nice.

③ **Kim：** Sorry, I didn't know.

4. 对布朗的问题最适当的回答是？

Brown：How much longer do you think it will take to get to the hotel?

① **Kim：** Yes, it's longer than usual.

② **Kim：** I think it should be shorter.

③ **Kim：** About an hour from now, maybe.

5. 怎样说，布朗会这样回答？

Brown：Oh, thank you.

① **Kim：** Let me help you with check in.

② **Kim：** Will you please check in there?

③ **Kim：** I need to check in now.

6. 对布朗的问题最适当的回答是？

Brown：How do I get to your office, by the way?

① **Kim：** Yes, by this way.

② **Kim：** I'll come to pick you up.

③ **Kim：** The way is shown here.

7. 怎样说，布朗会这样回答？

Brown：That's very considerate of you.

① **Kim：** Here's my office. I'll see you later.

② **Kim：** Here's my business card in case of emergency.

③ **Kim：** Please call the front desk if you need anything.

8. 对布朗的问题最适当的回答是？

Brown：Where shall we meet, then?

① **Kim：** Will you please go there?

② **Kim：** I'll go there.

③ **Kim：** I'll be waiting for you in the lobby.

Practice 正确答案及释义

1. [正确答案] ③ **Kim**: Let me take care of your luggage.
[释义] 布朗：好的，谢谢你。
金 ：你行李在哪儿？
金 ：我来打开你的行李。
金 ：我来给你拿行李。

2. [正确答案] ① **Kim**: In Jong-ro. It's central Seoul.
[释义] 布朗：你的公司在哪儿？
金 ：在钟楼，是首尔市中心。
金 ：没在这里。
金 ：我来找找。

3. [正确答案] ① **Kim**: The weather forecast said it'd be sunny throughout the week.
[释义] 布朗：希望在这里这段时间天气都会很好。
金 ：天气预报说这周天气都会很晴朗。
金 ：是的，看起来真的很好。
金 ：对不起，我不知道。

4. [正确答案] ③ **Kim**: About an hour from now, maybe.
[释义] 布朗：到酒店还需要多长时间？
金 ：是啊，比平时用的时间长。
金 ：我想用的时间会比较短。
金 ：还需要大概 1 小时。

5. [正确答案] ① **Kim**: Let me help you with check in.
[释义] 布朗：哦，谢谢你。
金 ：我来帮你登记入住。
金 ：到那边登记入住好吗？
金 ：我现在要登记入住。

6. [正确答案] ② **Kim**: I'll come to pick you up.
[释义] 布朗：顺便问一下，到贵公司该怎么走呢？
金 ：是的，走这条路就可以了。
金 ：我来接你。
金 ：从这儿能看到路。

7. [正确答案] ② **Kim**: Here's my business card in case of emergency.
[释义] 布朗：你考虑得真周到。
金 ：这是我的办公室。回头见。
金 ：这是我的名片，或许你会用得着。
金 ：如果有什么需要，就给前台打电话。

8. [正确答案] ③ **Kim**: I'll be waiting for you in the lobby.
[释义] 布朗：那么我们在哪儿见？
金 ：你要去那儿吗？
金 ：我会去那儿。
金 ：我会在大厅等你。

Lesson 03

On the Way to the Hotel 去酒店的路上

Review

检查今天学习的内容

整理今天学习的表达方式，结合自己的情况使用。

整理主要的表达法

公司在钟楼。

▶ The company is located in Jong-ro.

会给你全面地介绍一下我们公司。

▶ There will be an overall presentation for you about our company.

我来接你。

▶ I'll come to pick you up.

这是我的名片，或许你会用得着。

▶ Here's my business card in case of emergency.

整理主要的语法结构

- Let me take care of your luggage.
- It takes an hour to the hotel by car.
- Here's my business card.

Lesson 03

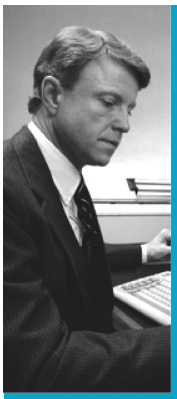
On the Way to the Hotel 去酒店的路上

Business Manner

交换名片

因为公司事务给对方名片时，要明确地说明自己所在的公司或者部门。

此时给对方的印象会决定自己正在推进的业务成功与否，这样说一点都不夸张。在交换名片时，最重要的是要当场看对方的名片。不要在接到对方的名片时看也不看就马上放起来。对方给自己名片时，因为自己没有而无法给对方提供名片是很大的失礼，为了防止这种情况的发生，要一直随身携带名片。



Go about the buyer reception

Buyer Reception Simulation

Lesson 04 去公司的路上

On the Way to the Company

On the Way to the Company

纳诺通信的金哲洙在酒店大厅见到布朗并带他去公司时的对话。

Preview

今天学习的内容

(1) 早上见面问候时需要的表达方式

(2) 进行有关的职场对话时需要的表达方式

主要的表达法

昨晚睡得好吗?

酒店怎么样?

你吃早餐了吗?

回头一定带你去很好吃的韩餐厅。

你在泰康电子公司工作多长时间了?

主要的语法结构

Shall we + 动词?

How is [was] + 名词?

How long have you + 过去分词?

金哲洙去 Mr. Brown 住的酒店，两人相互问候之后，一起去公司。
选择 Mr. Kim 的适当回答，想一想用英语怎么表达。

Mr. Brown

Brown：I slept really well. Thanks. 我睡得很好，谢谢。
Kim：我怎样问，布朗会这样回答？
❶ 金：昨晚睡得好吗？
❷ 金：晚安。

Mr. Brown

Brown：Yes, let's. 好，我们走吧。
Kim：我怎样问，布朗会这样回答？
❶ 金：到了。
❷ 金：我们走吧？

Mr. Brown

Brown：I quite like it. The room is comfortable. 我很喜欢。房间很舒服。
Kim：我怎样问，布朗会这样回答？
❶ 金：酒店怎么样？
❷ 金：去酒店吗？

Mr. Brown

Brown：Yes. I had a western one. 是的，我吃了西餐。
Kim：我怎样问，布朗会这样回答？
❶ 金：想吃西餐吗？
❷ 金：吃早餐了吗？

Mr. Brown

Brown：I want to try some Korean food later on. 回头我想品尝一下韩餐。
Kim：对布朗的话，我的回答是？
❶ 金：韩餐回头再吃吧。
❷ 金：我会带你去很好的韩餐厅。

Mr. Brown

Brown：Ten years. It feels like just yesterday when I started working at Tycon.
十年了。进入泰康公司工作好像就是昨天的事。
Kim：我怎样问，布朗会这样回答？
❶ 金：你在公司工作多长时间了？
❷ 金：工作的公司是第几家公司？

Mr. Brown

Brown：Yes, you can say that. I travel mostly to Asian countries.
是的。我主要去亚洲国家。
Kim：我怎样问，布朗会这样回答？
❶ 金：出差主要去哪儿？
❷ 金：你的工作需要经常出差吗？

Mr. Brown

Brown：It's gotten much easier than in the beginning. 比开始的时候好多了。
Kim：我怎样问，布朗会这样回答？
❶ 金：我想你适应时差应该没什么问题了。
❷ 金：对时差适应得怎么样了？

Get ready 正确答案及释义

结合情况，熟悉适当的英语表达方法。

❶ 金 ：睡得好吗？
Kim：Did you sleep well last night?
Kim：Did you have a good night's sleep?

❷ 金 ：我们走吧？
Kim：Shall we get going?
Kim：Shall we leave, then?

❶ 金 ：酒店怎么样？
Kim：How is the hotel?
Kim：How do you like the hotel?

❷ 金 ：吃早餐了吗？
Kim：Did you have breakfast?
Kim：Did you eat breakfast?

❷ 金 ：我会带你去很好的韩餐厅。
Kim：I'll take you to good Korean restaurants soon.
Kim：I'll take you around to some nice Korean restaurants.

❶ 金 ：你在公司工作多长时间了？
Kim：How long have you been with your company?
Kim：How many years have you worked there?

❷ 金 ：你的工作需要经常出差吗？
Kim：Does your work require you to travel a lot?
Kim：Do you have to travel a lot because of your job?

❶ 金 ：我想你适应时差应该没什么问题了。
Kim：I suppose you rarely have a problem with jetlag.
Kim：I don't think you have any problem with jetlag.

下面是对话内容。听的时候尽量不要看对话文字。

Kim : Good morning, Mr. Brown. Did you sleep well last night?

Brown : Oh, good morning, Mr. Kim. I slept really well. Thanks.

Kim : It's not 9:30 yet, and you are already here.

Brown : Yeah, before I went up to my room yesterday, I asked the front desk to give me a wake-up call, so I wouldn't be late.

Kim : Oh, you did? All right then, shall we get going?

Brown : Yes, let's.

Kim : How is the hotel?

Brown : I quite like it. The room is comfortable and the staff is so friendly.

Kim : That's nice to hear. Oh, did you have breakfast?

Brown : Yes, but I had a western one. I want to try some Korean food later on.

Kim : Oh, I'll make sure I take you to some good Korean restaurants during your visit.

Brown : I'm looking forward to it.

Brown : So, Mr. Kim, how long have you been with NANO Communications?

Kim : This is my fifth year. What about you, Mr. Brown?

Brown : Ten years. It feels like just yesterday when I started working at Tycon. Time really flies.

Kim : Haha, it surely does. Does your work require you to travel a lot?

Brown : Yes, you can say that. I travel mostly to Asian countries.

Kim : Then I suppose you rarely have a problem with jet lag.

Brown : Haha, no, I wouldn't say that. But it's gotten much easier than in the beginning.

Dialog 释义

阅读对话的译文，然后再听一遍。

金　： 早上好，布朗先生。昨晚睡得好吗？

布朗： 啊，早上好，金先生。我睡得很好，谢谢。

金　： 还没到9:30，你已经来了啊。

布朗： 是，昨天去我的房间之前跟前台订了叫醒服务，所以不会晚。

金　： 是吗？好吧，那我们走吧？

布朗： 好的，走吧。

金　： 酒店怎么样？

布朗： 我很喜欢。房间很舒服，员工也很亲切。

金　： 很高兴听到你这么说。哦，你吃早餐了吗？

布朗： 吃过了，但我吃的是西餐。回头想品尝一下韩餐。

金　： 哦，在这儿期间我一定带你去很好吃的韩餐厅。

布朗： 很期待。

布朗： 金先生在纳诺通信工作多长时间了？

金　： 今年是第五年。布朗先生呢？

布朗： 十年了。进入泰康公司工作感觉好像就是昨天的事。时间过得真快。

金　： 哈哈，是啊。你的工作需要经常出差吗？

布朗： 是的，可以这么说。我主要去亚洲国家出差。

金　： 那么我想你适应时差应该没什么问题了。

布朗： 哈哈，那倒不是。但是比刚开始的时候好多了。

听下面的对话，选择适当的回答。

1. What time did Mr. Kim arrive at the hotel?
   ① Before 9:30.
   ② At 9:30.
   ③ After 9:30.

2. What did Mr. Brown have for breakfast?
   ① A buffet.
   ② Korean food.
   ③ Western food.

3. When did Mr. Brown start to work for Tycon?
   ① 5 years ago.
   ② 10 years ago.
   ③ 15 years ago.

4. Which of the following is true?
   ① Mr. Kim also travels a lot.
   ② Mr. Brown has no problem with jet lag.
   ③ Mr. Brown often visits Asian countries.

Quiz 正确答案及释义

1. [正确答案] ①

[释义] 从“It's not 9:30 yet…”可以推断，Mr. Kim 到达的时间在 9:30 之前。所以答案是①。

Brown：Oh, good morning, Mr. Kim. I slept really well. Thanks.
Kim：It's not 9:30 yet, and you are already here.
布朗：啊，早上好，金先生。我睡得很好，谢谢。
金：还没到 9:30，你已经来了啊。

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2. [正确答案] ③

[释义] 从“I had a western one.”可见 Mr. Brown 早饭吃的是西餐。韩餐是说回头要品尝的食物。

Kim：That's nice to hear. Oh, did you have breakfast?
Brown：Yes, but I had a western one. I want to try some Korean food later on.
金：很高兴听到你这么说。哦，你吃早餐了吗？
布朗：吃过了，但我吃的是西餐，回头想品尝一下韩餐。

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3. [正确答案] ②

[释义] 问的是布朗开始在泰康工作的时间。布朗回答说 Ten years，即工作十年了，所以答案是②。

Kim：This is my fifth year. What about you, Mr. Brown?
Brown：Ten years. It feels like just yesterday when I started working at Tycon. Time really flies.
金：今年是第五年。布朗先生呢？
布朗：十年了。进入泰康公司工作感觉好像就是昨天的事。时间过得真快。

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4. [正确答案] ③

[释义] 布朗说出差很频繁，主要是去亚洲国家，所以答案是③。

Kim：Haha, It surely does. Does your work require you to travel a lot?
Brown：Yes, you can say that. I travel mostly to Asian countries.
Kim：Then I suppose you rarely have a problem with jet lag.
Brown：Ha ha, no, I wouldn't say that. But it's gotten much easier than in the beginning.
金：哈哈，是啊。你的工作需要经常出差吗？
布朗：是的，可以这么说。我主要去亚洲国家出差。
金：那么我想你适应时差应该没什么问题了。
布朗：哈哈，那倒不是。但是比刚开始的时候好多了。

睡得好吗？

▶ Did you sleep well? ＝Did you have a good sleep？你睡得好吗？

▶ I slept well/soundly. 我睡得很好。

I didn't sleep well. / I couldn't sleep well. 我睡得不好。

跟前台订了叫醒服务（wake-up call）。

▶ I asked the front desk to give me a wake-up call. 我跟前台订了叫醒服务。

＊“叫醒服务”英语是 wake-up call；“前台”英语是 front desk。

▶ 跟……订了…… I asked… to …

I asked him to reserve a room. 我请他帮我预订了房间。

I asked him to make a copy. 我请他复印了一份。

I asked her to marry me. 我要她嫁给我。

主要语法

我们走吧？

▶ Shall we get going?

▶ Shall we＋动词？

询问对方的意见时最常用的句型。

比“Why don't we…？”或者“Let's…”更为正式。

▶ Shall we go now? 我们走吧？

Shall we go out for lunch？我们出去吃午饭好吗？

Shall we go out for a walk？我们出去散步好吗？

Shall we go up？我们上去吧？

▶ 对“Shall we…？”的回答

Yes，let's. 好的，走吧。

主要语法

……怎么样？How is…？

▶ How is the hotel? 酒店怎么样？

How is your new business？新的生意怎么样？

How is your new job？新的工作怎么样？

▶ 问过去的事情时用 How was…？

How was your dinner？晚餐怎么样？

try 除了“努力”以外，还有“尝试”的意思

▶ I want to try some Korean food later on. 我回头想品尝一下韩餐。

▶ I'd like to try different kinds of food. 我想品尝各种食物。

▶ May I try it on？我可以试穿一下吗？

带某人去某地 = take + 人 + to + 场所

▶ I'll make sure I take you to some good Korean restaurants.
我一定带你去很好的韩餐厅。
＊make sure 弄清楚，确保做某事。
I'll take you to the clinic. 我带你去诊所。
I'll take you to the airport. 我送你去机场。

表达期待时

▶ I'm looking forward to it. 我很期待。
▶ It'll be nice / good / wonderful / fantastic to… ……会很好。
▶ 期待/迫不急待做某事 can't wait to/for
I can't wait to eat! 想快点吃到！
I can't wait for the party tonight. 好期待今晚的聚会啊。

主要语法

……（做某事）有多长时间了？"How long have you + 过去分词"

▶ How long have you been with NANO Communications?
你在纳诺通信公司工作有多久了？
▶ How long have you + 过去分词?
How long have you lived here? 你在这儿住了多久了？
How long have you worked here? 你在这儿工作多久了？

就像昨天

▶ It feels like just yesterday when I started working at Tycon.
进入泰康公司工作感觉好像就是昨天。
▶ It feels like it was yesterday.
It feels like it happened just yesterday.
It seems like just yesterday.

表示推测时

▶ I suppose you rarely have a problem with jet lag. 我想你适应时差应该没什么问题了。
▶ I suppose we should begin now. 我想我们可以现在开始了。
＊ jet lag 时差反应　　jet-lagged 有时差反应的
I feel a little jet-lagged. 我有点时差反应。
Do you feel jet-lagged? /Do you have jet lag? 你有时差反应吗？

间接测试自己的英语表达能力。仔细读问题后选择正确的回答。

1. 怎样问，布朗会这样回答？

Brown：I slept really well. Thanks.

① **Kim：** What did you do last night?

② **Kim：** How was the hotel?

③ **Kim：** Did you sleep well last night?

2. 对布朗的话最适当的回答是？

Brown：Yes，let's.

① **Kim：** Shall I get some food?

② **Kim：** Shall we get going?

③ **Kim：** Shall I call him?

3. 怎样问，布朗会这样回答？

Brown：I quite like it. The room is comfortable.

① **Kim：** How is the hotel?

② **Kim：** How big is the room?

③ **Kim：** Would you like to stay at the hotel?

4. 怎样问，布朗会这样回答？

Brown：Yes，I had a western one.

① **Kim：** Did you have a Korean style breakfast?

② **Kim：** Did you have breakfast?

③ **Kim：** Did you order already?

5. 对布朗的话最适当的回答是？

Brown：I want to try some Korean food later on.

① **Kim：** I'll take you to good Korean restaurants.

② **Kim：** Do you know any Korean restaurants?

③ **Kim：** I think so，too.

6. 怎样问，布朗会这样回答？

Brown：Ten years.

① **Kim：** How long did your flight take?

② **Kim：** How long have you been with your company?

③ **Kim：** When did you start the project?

7. 怎样问，布朗会这样回答？

Brown：Yes，you can say that.

① **Kim：** Can I say that to him?

② **Kim：** Can I speak to you for a while?

③ **Kim：** Does your work require you to travel a lot?

Practice 正确答案及释义

1. [正确答案] ③ **Kim**: Did you sleep well last night?
[释义] 布朗：我睡得很好。谢谢。
金 ：你昨晚做什么了？
金 ：酒店怎么样？
金 ：你昨晚睡得好吗？

2. [正确答案] ② **Kim**: Shall we get going?
[释义] 布朗：好的。
金 ：我给你拿点吃的好吗？
金 ：我们走吧？
金 ：我给他打电话好吗？

3. [正确答案] ① **Kim**: How is the hotel?
[释义] 布朗：我很喜欢。房间很舒服。
金 ：酒店怎么样？
金 ：房间有多大？
金 ：你想住酒店吗？

4. [正确答案] ② **Kim**: Did you have breakfast?
[释义] 布朗：吃过了。吃的西餐。
金 ：早餐吃的是韩餐吗？
金 ：吃早餐了吗？
金 ：已经点餐了吗？

5. [正确答案] ① **Kim**: I'll take you to good Korean restaurants.
[释义] 布朗：我回头想品尝一下韩餐。
金 ：我带你去很好吃的韩餐厅。
金 ：有知道的韩餐厅吗？
金 ：我也这么想。

6. [正确答案] ② **Kim**: How long have you been with your company?
[释义] 布朗：10 年了。
金 ：飞行用了多久？
金 ：你在公司工作多长时间了？
金 ：你什么时候开始那项工程的？

7. [正确答案] ③ **Kim**: Does your work require you to travel a lot?
[释义] 布朗：是的，可以这么说。
金 ：我对他说好吗？
金 ：可以跟你说几句话吗？
金 ：你的工作需要经常出差吗？

Lesson 04

On the Way to the Company 去公司的路上

Review

检查今天学习的内容

整理今天学习的表达方式，结合自己的情况使用。

整理主要的表达法

昨晚睡得好吗？

▶ Did you sleep well last night?

酒店怎么样？

▶ How is the hotel?

你吃早餐了吗？

▶ Did you have breakfast?

回头一定带你去很好吃的韩餐厅。

▶ I'll make sure I take you to good Korean restaurants later on.

你在泰康电子工作多长时间了？

▶ How long have you been with Tycon Electronics?

整理主要的语法结构

- Shall we get going?
- How is the hotel?
- How long have you been with Tycon Electronics?

Lesson 04

On the Way to the Company 去公司的路上

Business Manner

握手

握手是商务场合的礼节，是人与人之间表达友好感情的问候方式，是社会活动中很重要的行为。

握手时，态度要恭敬，表情自然、姿势正确很重要。握手的含义是相互平等的，可是，一般来说，正确的礼仪是，女性首先向男性提出握手，长辈或者上级向晚辈或者下级首先提出握手。

握手时，一定要亲切地微笑、注视对方的眼睛。握手时不看对方的眼睛是很大的失礼。还有，只握对方的指尖或者只是伸出自己的指尖，也是很失礼的。还要注意，握手时不要过于用力，也不要过分地摇晃对方的手。

Go about the buyer reception

Buyer Reception Simulation

Lesson 05 介绍公司

General Introduction to a Company

General Introduction to a Company

纳诺通信公司的金哲洙和布朗一起到达了公司，对公司进行全面的介绍。

Preview

今天学习的内容

（1）介绍公司的规模、历史时需要的表达方式

（2）介绍别人和引导参观时需要的表达方式

主要的表达法

我公司的总员工人数有大约 1 万人。

我们的公司是 1979 年成立的。

我来给你介绍一下市场部的经理。

你想喝点什么？

主要的语法结构

办公室/部门 + be on the 00th floor.

There are + 00 名 + working here.

We have branch offices + 场所.

今天金哲洙和 Mr. Brown 一起到达公司，对公司做全面的介绍。
选择 Mr. Kim 的适当回答后，想一想用英语怎样表达。

Mr. Brown

Brown：Which floor is your office on, Mr. Kim?
金先生，你的办公室在几层？

Kim：我对布朗的话的回答是？

❶ 金：上 6 楼吧。

❷ 金：我的办公室在 6 层。

Mr. Brown

Brown：How many people are currently working in this building only?
有多少员工在这栋楼里工作？

Kim：我对布朗的话的回答是？

❶ 金：也在这栋楼里工作。

❷ 金：有 150 人在这儿工作。

Mr. Brown

Brown：What's the number of people, including branch office staff, employed at NANO?
在纳诺通信公司工作的员工总人数是多少？

Kim：我对布朗的话的回答是？

❶ 金：我公司的总员工人数大约有 1 万人。

❷ 金：很多员工在为纳诺通信公司工作。

Mr. Brown

Brown：When was NANO established? 纳诺通信公司是什么时候成立的？

Kim：我对布朗的话的回答是？

❶ 金：公司成立很长时间了。

❷ 金：我们的公司是 1979 年成立的。

Mr. Brown

Brown：Nice to meet you. I'm Jason Brown. 见到你很高兴。我是杰森·布朗。

Kim：怎样说，布朗会这样回答？

❶ 金：我来给你介绍一下我们的市场部经理。

❷ 金：我想见一下市场部的经理。

Mr. Brown

Brown：I'd like coffee. No cream, no sugar, please.
请给我咖啡。请不加奶精和糖。

Hong：怎样问，布朗会这样回答？

❶ 洪：喜欢咖啡吗？

❷ 洪：给你拿点喝的好吗？

Get ready 正确答案及释义

结合情况，熟悉适当的英语表达方法。

❷ 金　：我的办公室在 6 楼。

Kim：It's on the 6th floor.

Kim：Our office is on the 6th.

❷ 金　：有 150 人在这里工作。

Kim：There are 150 working here.

Kim：We have 150 people working in this building.

❶ 金　：我公司的总员工人数大约有 1 万人。

Kim：There are about 10, 000 workers in the company.

Kim：There are approximately 10, 000 employees.

❷ 金　：我们的公司是在 1979 年成立的。

Kim：Our company was established in 1979.

Kim：Our company started in 1979.

❶ 金　：我来给你介绍一下我们市场部的经理。

Kim：I'd like you to meet our marketing manager.

Kim：I'd like to introduce you to our marketing manager.

❷ 洪　：给你拿点喝的好吗？

Hong：Would you like something to drink?

Hong：Would you care for anything to drink?

下面是对话内容。听的时候尽量不要看对话文字。

Kim : Here we are.

Brown : Wow, the building looks great from the outside. Oh, which floor is your office on, Mr. Kim?

Kim : It's on the 6th floor. We have recently moved in here. Shall we go up?

Brown : The building has many floors. Is your company using the whole building?

Kim : Yes. There are 15 stories in total. Since the number of employees kept increasing, we had to move into a bigger building late last year.

Brown : I see, then how many people are currently working in this building only?

Kim : There are 150 working here, plus we have branch offices throughout Korea.

Brown : What's the number of people, including branch office staff, employed at NANO?

Kim : Including manufacturing staff, there are about 10,000 workers in the company.

Brown : Wow, that's pretty impressive. When was NANO established?

Kim : In 1979, and there were only 25 employees at the time.

Brown : What a remarkable growth!

Kim : I totally agree. The meeting room is just this way. Here it is.

Kim : Mr. Brown, I'd like you to meet our marketing manager, Ms. Bora Hong. This is Mr. Brown.

Brown : Nice to meet you. I'm Jason Brown.

Hong : My pleasure, Mr. Brown.

Kim : Ms. Hong will be giving today's presentation.

Hong : Yes. Well, Mr. Brown, before we start, would you like something to drink?

Brown : Yes, thanks. What do you have on hand?

Kim : We have coffee, and some tea.

Brown : I'd like coffee, then. No cream, no sugar, please.

Dialog 释义

阅读对话的译文，然后再听一遍。

金　： 到了。

布朗： 哇，大楼外观很漂亮。哦，金先生，你的办公室在几层？

金　： 我的办公室在 6 层。我们最近才搬到这里。我们上去吧？

布朗： 大楼很高啊。你们公司使用整栋大楼吗？

金　： 是的。一共有 15 层。由于员工人数不断增加，所以去年年底我们搬到了更大的楼里。

布朗： 我明白了，那么现在有多少人在这栋楼里工作呢？

金　： 有 150 人在这儿工作，除此之外，在全国各地还有分公司。

布朗： 包括分公司的员工，纳诺通信公司的总员工人数是多少？

金　： 包括生产人员，我公司总员工人数大约有 1 万人。

布朗： 哇，很了不起。纳诺通信公司是什么时候成立的？

金　： 是 1979 年成立的，当时只有 25 名员工。

布朗： 真是令人瞩目的发展啊！

金　： 是的。会议室在这边。到了。

金　： 布朗先生，我来给你介绍一下我们市场部的经理，洪宝拉女士。洪女士，这位是布朗先生。

布朗： 见到你很高兴。我是杰森·布朗。

洪　： 见到你很高兴，布朗先生。

金　： 今天由洪女士来做介绍。

洪　： 是的。对了，布朗先生，在我们开始之前，你要不要喝点什么？

布朗： 是的，谢谢，你们有什么？

金　： 我们有咖啡，还有一些茶。

布朗： 请给我咖啡。请不加奶精和糖。

听下面的对话，选择适当的回答。

1. Why did NANO move into a new building?
   ① It changed its head office.
   ② It needed more space.
   ③ The number of employees decreased.

2. How many workers are currently employed at NANO?
   ① 150.
   ② 5, 000.
   ③ 10, 000.

3. Where are the speakers going?
   ① To a factory.
   ② To an office.
   ③ To a meeting room.

4. What will Ms. Hong do next?
   ① Ms. Hong will get Mr. Brown some coffee.
   ② Ms. Hong will give Mr. Brown a presentation.
   ③ Ms. Hong will give Mr. Brown an office tour.

Quiz 正确答案及释义

1. [正确答案] ②

[释义] 对话中说到员工人数不断增加，所以去年年底搬到了新址，因此正确答案是②，即“需要更大的空间”。

Brown：The building has many floors. Is your company using the whole building?
Kim：Yes. There are 15 stories in total. Since the number of employees kept increasing, we had to move into a bigger building late last year.

布朗：大楼很高啊。你们公司使用整栋大楼吗？
金：是的。一共有 15 层，由于员工人数不断增加，所以去年年底搬到了更大的楼里。

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2. [正确答案] ③

[释义] 问的是纳诺通信的总员工人数，所以正确答案是③。

Kim：There are 150 working here, plus we have branch offices throughout Korea.
Brown：What's the number of people, including branch office staff, employed at NANO?
Kim：Including manufacturing staff, there are about 10,000 workers in the company.

金：有 150 人在这里工作，除此之外，在全国各地还有分公司。
布朗：包括分公司的员工，纳诺通信公司的总员工人数是多少？
金：包括生产人员，我公司总员工人数大约有 1 万人。

---

3. [正确答案] ③

[释义] 对话结尾说到了“会议室”，所以两人去的地方是③。

Brown：Wow, that's pretty impressive. When was NANO established?
Kim：In 1979, and there were only 25 employees at the time.
Brown：What a remarkable growth!
Kim：I totally agree. The meeting room is just this way. Here it is.

布朗：哇，很了不起。纳诺通信公司是什么时候成立的？
金：是 1979 年成立的，当时只有 25 名员工。
布朗：真是令人瞩目的发展啊！
金：是的。会议室在这边。到了。

---

4. [正确答案] ②

[释义] 对话中说到今天是 Ms. Hong 来做介绍，所以答案是②。

Brown：Nice to meet you. I'm Jason Brown.
Hong：My pleasure, Mr. Brown.
Kim：Ms. Hong will be giving today's presentation.
Hong：Yes. Well, Mr. Brown, before we start, would you like something to drink?

布朗：见到你很高兴，我是杰森·布朗。
洪：见到你很高兴，布朗先生。
金：今天由洪女士来做介绍。
洪：是的。对了，布朗先生，在我们开始之前，你要不要喝点什么？

“到了”“我们到了。”

▶ Here we are. 到了。

▶ Here we are at the airport. 到机场了。

We are getting close to it. = We're close. 我们快到了。

主要语法

“……在几层。” 办公室/部门 + be on the… floor.

▶ My office is on the 6th floor. 我的办公室在 6 楼。

[参考] 英式

1 层→ground floor

2 层→first floor

3 层→second floor

“层” story

▶ There are 15 stories in total. 一共有 15 层。

This is a fifteen-story building. 这是一栋 15 层的大楼。

“搬家，搬迁” move

▶ We have recently moved in here. 我们最近才搬到这里。

▶ 搬到…… move to

We moved to a new office in Seoul last year. 我们去年搬到了在首尔的新办公室。

▶ 从……搬到…… move from…to…

I moved from Busan to Seoul. 我从釜山搬到了首尔。

We've moved our production lines overseas [to China].

我们把生产线搬到了国外［中国］。

主要语法

“有……人在这里工作。” There are + 数字 + working here.

▶ 有 150 人在这里工作。There are 150 working here.

介绍总公司、分公司时

▶ We have branch offices throughout Korea. 我们在全国各地有分公司。

▶ 总公司 headquarters / the head office

分公司 local branch / branch office

▶ 大公司 large companies

中小公司 small and medium-sized companies

介绍员工人数时

▶ There are about 10, 000 workers in the company. 公司有大约 1 万名员工。

▶ The company employs over 1, 500 people. 公司雇用了 1 500 多名员工。

We have about 1, 000 employees. 我们有员工大约 1 千人。

介绍公司历史时

▶ Our company was established in 1979.

= Our company was founded in 1979. 我们的公司成立于 1979 年。

We've been in business for 20 years. 我们公司已经经营 20 年了。

表示赞叹时

▶ What a remarkable growth! 真是令人瞩目的发展啊!

▶ What + a/an + 形容词 + 名词!

What a nice day! 天气真好!

介绍人时

▶ I'd like you to meet our marketing manager, Ms. Bora Hong.

我来给你介绍一下市场部的经理，洪宝拉女士。

▶ 我来介绍一下……

Let me introduce + 名字 or 职务.

Allow me to introduce + 名字 or 职务.

▶ 介绍负责人的时候

This person is in charge of marketing. 这位是市场部负责人。

[参考] 一般的介绍顺序（根据情况也可能变化）

1. 将公司的人介绍给外来人员
2. 将下级的人介绍给上级的人
3. 将男性介绍给女性

[Biz Tip]

和外国人初次见面的时候，如果先给对方名片然后再和对方握手，对方可能会感觉不自在。先握手，然后再给名片为好。

询问对方喝、吃什么时

▶ Would you like something to drink? 想喝点什么吗?

▶ Would you like something to eat? 想吃点什么吗?

▶ Would you like something for dessert? 甜点要什么?

间接测试自己的英语表达能力。仔细读问题后选择正确的回答。

1. 对布朗的问题最适当的回答是？

Brown：Which floor is your office on，Mr. Kim?

① **Kim：** There is an office on this floor.

② **Kim：** There's a pencil on the floor.

③ **Kim：** It's on the 6th floor.

2. 对布朗的问题最适当的回答是？

Brown：How many people are currently working in this building only?

① **Kim：** They're not currently working.

② **Kim：** There are 150 working here.

③ **Kim：** Only 10 people came to work.

3. 对布朗的问题最适当的回答是？

Brown：What's the number of people employed at NANO?

① **Kim：** There are about 10, 000 workers in the company.

② **Kim：** The number is increasing.

③ **Kim：** I don't have his number.

4. 对布朗的问题最适当的回答是？

Brown：When was NANO established?

① **Kim：** They're establishing it now.

② **Kim：** Our company was established in 1979.

③ **Kim：** It's been established that way.

5. 怎样说，布朗会这样回答？

Brown：Nice to meet you. I'm Jason Brown.

① **Kim：** I'd like to meet the manager.

② **Kim：** I'd like to meet you there.

③ **Kim：** I'd like you to meet our marketing manager.

6. 怎样问，布朗会这样回答？

Brown：I'd like coffee. No cream，no sugar，please.

① **Hong：** Do you like coffee?

② **Hong：** Would you like something to drink?

③ **Hong：** How would you like your coffee?

Practice 正确答案及释义

1. [正确答案] ③ **Kim**: It's on the 6th floor.
   [释义] 布朗：你的办公室在几层？
   金　：这层有一间办公室。
   金　：地板上有一支铅笔。
   金　：我的办公室在 6 层。

2. [正确答案] ② **Kim**: There are 150 working here.
   [释义] 布朗：现在有多少人在这栋楼里工作？
   金　：他们现在没有工作。
   金　：有 150 人在这里工作。
   金　：只有 10 人来工作了。

3. [正确答案] ① **Kim**: There are about 10, 000 workers in the company.
   [释义] 布朗：有多少人在纳诺工作？
   金　：公司总员工人数大约有 1 万人。
   金　：人员数在增加。
   金　：我不知道他的电话号码。

4. [正确答案] ② **Kim**: Our company was established in 1979.
   [释义] 布朗：纳诺通信公司是在什么时候成立的？
   金　：现在正在创立之中。
   金　：我们公司是在 1979 年成立的。
   金　：是那样创立的。

5. [正确答案] ③ **Kim**: I'd like you to meet our marketing manager.
   [释义] 布朗：见到你很高兴。我是杰森·布朗。
   金　：我想见经理。
   金　：我想在那儿见你。
   金　：我来给你介绍一下我们的市场部经理。

6. [正确答案] ② Hong: Would you like something to drink?
   [释义] 布朗：请给我咖啡。请不加奶精和糖。
   洪　：喜欢咖啡吗？
   洪　：你要不要喝点什么？
   洪　：咖啡要什么样的？

Lesson 05

General Introduction to a Company 介绍公司

Review

检查今天学习的内容

整理今天学习的表达方式，结合自己的情况使用。

整理主要的表达法

公司的总员工人数有大约 1 万人。

▶ There are about 10, 000 workers in the company.

我们的公司是在 1979 年成立的。

▶ Our company was established in 1979.

我来给你介绍一下市场部的经理。

▶ I'd like you to meet our marketing manager.

你想喝点什么？

▶ Would you like something to drink?

整理主要的语法结构

- My office is on the 6th floor.
- There are 150 working here.
- We have branch offices throughout Korea.

Lesson 05

General Introduction to a Company 介绍公司

Business Tip

英语部门名称

总裁室	present's office
秘书室	secretariat
人事	personnel
总务	general affairs
企划	planning
调查	information & research
宣传	public relations
管理	administration
服务	service
营销	sales
进口	import
出口	export
财务	accounting
资金	financial
材料	material
采购	purchasing
国内营销	domestic sales
国外市场	overseas marketing
营销管理	sales administration
顾客管理	customer relations
研究开发	research & development
人力资源开发	human resources development
技术开发	technical development

Go about the buyer reception

Buyer Reception Simulation

Lesson 06 介绍公司业绩

Talking about a Company's Performance

Talking about a Company's Performance

纳诺通信公司市场部的负责人给布朗介绍市场占有率、利润等具体的公司业绩。

Preview

今天学习的内容

(1) 介绍具体的公司业绩时使用的表达方式

(2) 介绍前景和目标时使用的表达方式

主要的表达法

我公司发展迅速。

我们的市场占有率是国内市场的大约 30% 。

市场前景很好。

我们一直在努力开发新产品。

主要的语法结构

We expect + 增长率/销售量…

We're making every effort to + 动词.

金额 + go directly into + 领域/事业.

纳诺通信市场部的负责人在给 **Mr. Brown** 介绍公司业绩。
从选项中选择 **Hong** 的适当回答，然后想一想用英语怎样表达。

Mr. Brown

Brown：Could you tell me what the current market share of NANO Communications is? 现在纳诺通信的市场占有率是多少？

Hong：对布朗的问题最适当的回答是？

❶ 洪：我们当前在国内总的市场占有率是 30%。

❷ 洪：纳诺通信的市场在扩大。

Mr. Brown

Brown：How much net profits are you making as of now?
现在的纯利润是多少？

Hong：对布朗的问题最适当的回答是？

❶ 洪：到目前为止，纯利润是总销售额的 20%。

❷ 洪：我们走吧。

Mr. Brown

Brown：How about this year's growth rate?
今年的增长率是多少？

Hong：对布朗的问题最适当的回答是？

❶ 洪：去年记载的增长率是 20%。

❷ 洪：预计和去年相比会增长 20%。

Mr. Brown

Brown：What are your market prospects?
未来的市场前景怎么样？

Hong：对布朗的问题最适当的回答是？

❶ 洪：我相信市场前景很乐观。

❷ 洪：市场反映很好。

Mr. Brown

Brown：You mean you're making sure that you're not missing out on R&D?
你是说你们确保没有忽视研究开发？

Hong：对布朗的话最适当的回答是？

❶ 洪：每年总销售额的 10% 直接划拨为研究开发费用。

❷ 洪：研究开发显示出成果。

Get ready 正确答案及释义

结合情况，熟悉适当的英语表达方法。

❶ 洪　：我们当前在国内总的市场占有率是大约 30%。

Hong: Our current market share is about 30% of the domestic market.

Hong: Currently our company holds 30% of the domestic market.

❶ 洪　：到目前为止，纯利润是总销售额的 20%。

Hong: Net profits so far are 20% of total sales.

Hong: Presently, our net profits are 20% of total sales.

❷ 洪　：预计和去年相比会增长 20%。

Hong: We expect growth of 20% over last year.

Hong: It's expected to be 20% over the previous year.

❶ 洪　：我相信市场前景很乐观。

Hong: I can surely say they're promising.

Hong: They're definitely bright.

❶ 洪　：每年总销售额的 10% 直接划拨为研究开发费用。

Hong: A tenth of our total sales go directly into R&D every year.

Hong: Annually, we invest 10% of our total sales in R&D.

下面是对话内容。听的时候尽量不要看对话文字。

Brown : I have to say that we're all amazed by how rapid NANO Communications is growing.

Hong : We're flattered, thanks.

Brown : So, could you tell me what the current market share of NANO Communications is?

Hong : To speak of our main product, cellular phones only, our current market share is about 30% of the total domestic market, and we're competing for the NO. 1 spot in the whole market.

Brown : Then, how much net profits are you making as of now?

Hong : Net profits so far are 20% of total sales, and if we continue like that, we're optimistic that our goal of 18% can be easily achieved.

Brown : How about this year's growth rate?

Hong : We expect growth of 20% over last year.

Brown : I should congratulate you on such success.

Hong : Thank you.

Brown : So what are your market prospects?

Hong : I can surely say they're promising. But, as you know, the market is changing so rapidly nowadays. So we're making every effort to develop new technologies and new lines of products.

Brown : You mean you're making sure that you're not missing out on R& D.

Hong : Exactly. A tenth of our total sales go directly into R& D every year, and in order to recruit highly qualified people, we're keeping every possible door open for them to join us.

Brown : That really says a lot about your company's future. I'm more than sure that NANO will continue to grow as one of the most competitive companies in the industry.

Hong : Thank you so much for your encouraging words.

Dialog 释义

阅读对话的译文，然后再听一遍。

布朗：我不得不说纳诺通信公司的发展速度很让人惊叹。

**洪　**：过奖了，谢谢。

布朗：那么，现在纳诺通信公司的市场占有率是多少？

**洪　**：单说我们的主打产品手机，我们当前在国内总的市场占有率是大约 30%，我们在力争市场第一的位置。

布朗：那么，现在的纯利润是多少？

**洪　**：到目前为止，纯利润是总销售额的 20%，如果保持这种态势，我们相信很容易实现 18% 的目标。

布朗：今年的增长率是多少？

**洪　**：预计和去年相比会增长 20%。

布朗：祝贺你们，取得了这么大的成功。

**洪　**：谢谢你。

布朗：那未来的市场前景怎么样？

**洪　**：我相信市场前景很乐观。但是，你知道，现在市场变化很快，所以我们在尽一切努力开发新技术和新产品。

布朗：你是说你们确保没有忽视研究开发？

**洪　**：是的。每年总销售额的 10% 直接划拨为研究开发的费用，为了确保招募高素质的人才，我们为他们敞开了大门。

布朗：对你们公司的未来有了很多了解。相信纳诺通信公司会继续发展成为业界最有竞争力的公司之一。

**洪　**：谢谢你能这样鼓励我们。

听下面的对话，选择适当的回答。

1. What is the main product of NANO Communications?
   ① Transmitters.
   ② Cellular phones.
   ③ Communication equipment.

2. What is the net profit goal for the year?
   ① 18% of total sales.
   ② 20% of total sales.
   ③ 23% of total sales.

3. How much does NANO reinvest in R& D?
   ① 10% of total sales.
   ② 15% of total sales.
   ③ 20% of total sales.

4. How does Mr. Brown feel about the future of NANO Communications?
   ① He's pessimistic about it.
   ② He's not sure about it.
   ③ He's optimistic about it.

Quiz 正确答案及释义

1. [正确答案] ②

[释义] 主打产品是手机。

Brown：So, could you tell me what the current market share of NANO Communications is?

Hong：To speak of our main product, cellular phones only, our current market share is about 30% of the total domestic market, and we're competing for the NO. 1 spot in the whole market.

布朗：那么，现在纳诺通信公司的市场占有率是多少？

洪：单说我们的主打产品手机，我们当前在国内总的市场占有率是大约30%，我们在力争市场第一的位置。

---

2. [正确答案] ①

[释义] 今年的目标是总销售额的18%。

Brown：Then, how much net profits are you making as of now?

Hong：Net profits so far are 20% of total sales, and if we continue like that, we're optimistic that our goal of 18% can be easily achieved.

布朗：那么，现在的纯利润是多少？

洪：到目前为止，纯利润是总销售额的20%，如果保持这种态势，我们相信很容易实现18%的目标。

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3. [正确答案] ①

[释义] 问的是在研究开发上再投入多少资金，对话最后说是全部销售额的十分之一（a tenth of our total sales），所以正确答案是①。

Brown：You mean you're making sure that you're not missing out on R&D.

Hong：Exactly. A tenth of our total sales go directly into R&D every year, and in order to recruit highly qualified people, we're keeping every possible door open for them to join us.

布朗：你是说你们确保没有忽视研究开发？

洪：是的。每年销售额的10%划拨直接为研究开发费用，为了确保招募高素质的人才，我们为他们敞开了大门。

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4. [正确答案] ③

[释义] 布朗对纳诺的未来想法很乐观。

Brown：That really says a lot about your company's future. I'm more than sure that NANO will continue to grow as one of the most competitive companies in the industry.

Hong：Thank you so much for your encouraging words.

布朗：对你们公司的未来有了很多了解。相信纳诺公司会继续发展成为业界最有竞争力的公司之一。

洪：谢谢你能这样鼓励我们。

介绍公司时

▶ Our company is growing rapidly [fast].

= Our company is growing at a rapid speed [at a fast pace].

我们的公司发展很快。

▶ Our company is one of the leading companies in the industry.

我们公司是业界的领先企业之一。

Our company is the largest company in the industry.

我们公司是业界最大的企业。

受到称赞时

▶ We're flattered / I'm flattered.

* be flattered 意为"受到称赞很高兴"

I'm so flattered. 我受宠若惊/过奖了/很荣幸。

介绍市场占有率时

▶ Our market share is about 30% of the total market.

我们的市场占有率是整个市场的大约 30%。

* 占有 account for, represent

▶ 国内市场 the domestic market

韩国市场 the Korean market

国外市场 the overseas market

全球市场 the global [world] market

介绍具体的数值时：销售、利润 / 增加、减少

▶ Net profits so far are 20% of total sales.

到目前为止，纯利润是总销售额的 20%。

[参考] 销售额 sales

利润 profits / earnings / net income

增加 increase / rise / grow

减少 decrease / fall / drop

ex. Domestic sales have increased by 50% to 500 million dollars.

在国内市场的销售额增加了 50%，达到了 5 亿美元。

▶ 上半年 in the first half of the year

下半年 in the second half of the year

主要语法

预期（某种目标），预计

▶ We expect growth of 20% over last year. 预计和去年相比会增长 20%。

▶ 预期/预计/目标为……

Next year we expect sales of 10 million dollars.

Next year we predict sales of 10 million dollars.

Next year we are aiming for sales of 10 million dollars.

▶ 和去年相比

over last year

compared with［to］last year

前景很乐观/很暗淡

▶ Market prospects are promising. 市场前景很乐观。

▶ 前景很好 bright / promising / favorable

前景不好 dark / gloomy / unfavorable

主要语法

努力

▶ We're making every efforts to develop new technologies and new lines of products.

我们在尽一切努力开发新技术和新产品。

▶ 努力 try / work hard / put［make］every effort

努力 strive / struggle

尽最大的努力 do one's best

主要语法

在……（领域/事业）分配（多少）

▶ A tenth of our total sales go directly into R&D every year.

= We set aside a tenth of our total sales for R&D every year.

每年总销售额的 10% 直接划拨为研究开发费用。

▶ 将多少金额划拨为 A = 金额 go directly into A

划拨 = set aside / earmark / allocate 金额 for A

［参考］

▶ 分数的表达方法——分子为基数词，分母为序数词

1/3 = a third，one-third

2/3 two-thirds（分子是 2 及 2 以上的时候，分母用复数）

间接测试自己的英语表达能力。仔细读问题后选择正确的回答。

1. 对布朗的问题最适当的回答是？

Brown：Could you tell me what the current market share of NANO Communications is?

① **Hong：** We're very optimistic about it.

② **Hong：** We're sharing it with many other companies.

③ **Hong：** Our current market share is about 30% of the total domestic market.

2. 对布朗的问题最适当的回答是？

Brown：How much net profits are you making as of now?

① **Hong：** We've finished making them just now.

② **Hong：** Net profits so far are 20% of total sales.

③ **Hong：** As of today, we're making them.

3. 对布朗的问题最适当的回答是？

Brown：How about this year's growth rate?

① **Hong：** We expect growth of 20% over last year.

② **Hong：** We expect to see it much later.

③ **Hong：** We expect to renovate soon.

4. 对布朗的问题最适当的回答是？

Brown：What are your market prospects?

① **Hong：** The market is quite near here.

② **Hong：** I can surely say they're promising.

③ **Hong：** The proposal's not completed yet.

Practice 正确答案及释义

1. [正确答案] ③ **Hong**: Our current market share is about 30% of the total domestic market.

[释义] 布朗：现在纳诺通信的市场占有率是多少？

洪 ：我们对此很乐观。

洪 ：我们和很多其他公司分成。

洪 ：我们当前在国内总的市场占有率是大约 30% 。

2. [正确答案] ② **Hong**: Net profits so far are 20% of total sales.

[释义] 布朗：现在的纯利润是多少？

洪 ：我们刚刚把它们制造完成。

洪 ：到目前为止，纯利润是总销售额的 20% 。

洪 ：今天，正在制造中。

3. [正确答案] ① **Hong**: We expect growth of 20% over last year.

[释义] 布朗：今年的增长率是多少？

洪 ：预计和去年相比会增长 20% 。

洪 ：很晚的时候会看到。

洪 ：很快就会整修。

4. [正确答案] ② **Hong**: I can surely say they're promising.

[释义] 布朗：未来的市场前景怎么样？

洪 ：市场离这儿很近。

洪 ：我相信市场前景很乐观。

洪 ：提案还没有结束。

Lesson 06

Talking about a Company's Performance 介绍公司业绩

Review

检查今天学习的内容

整理今天学习的表达方式，结合自己的情况使用。

整理主要的表达法

我公司发展迅速。

▶ Our company is growing fast.

我们的市场占有率是国内市场的大约 30% 。

▶ Our market share is about 30% of the domestic market.

市场前景很乐观。

▶ Market prospects are promising.

我们一直在努力开发新产品。

▶ We are making every effort to develop new products.

整理主要的语法结构

- We expect growth of 20% over last year.
- We're making every effort to develop new products.
- A tenth of our total sales go directly into R&D every year.

Lesson 06

Talking about a Company's Performance 介绍公司业绩

Business Manner

读数字

和国外客户协商价格的时候，哪怕只是说错了一个小数字，也可能会造成很大的损失，所以一定要能准确地说数字。为了在协商价格的时候能准确地表述，要熟悉读数字的要领。

1, billion 000，million 000，thousand 000

如上所示，从后面起第一个逗号是 thousand（千），第二个逗号是 million（百万），第三个逗号是 billion（十亿）。所以要以逗号为基准来读前面的数字。

ex. 1, 451：one thousand，four hundred fifty one

24, 500：twenty-four thousand（and）five hundred

1, 540, 710：one million，five hundred forty thousand，seven hundred ten

Go about the buyer reception

Buyer Reception Simulation

Lesson 07 邀请午餐

Inviting to Lunch

Inviting to Lunch

金哲洙和布朗去一家韩餐厅吃午餐。

Preview

今天学习的内容

（1）招待外国客人用餐时需要的表达方式

（2）在餐厅引领到座位时需要的表达方式

主要的表达法

到午餐时间了。

我们一起吃午餐好吗？

有没有特别想吃的东西？

你是第一次吃韩餐吗？

主要的语法结构

It's time to + 动词 / It's time for + 名词.

Is this your first time to + 动词？

I hope…

今天金哲洙代理和布朗一起去韩餐厅吃午餐。从下面的选项中选择 **Mr. Kim** 的适当回答，然后想一想用英语怎么表达。

Mr. Brown

Brown：Of course，yes.
当然好了。

Kim：我怎样说，布朗会这样回答？

❶ 金：快点到午餐时间就好了。

❷ 金：我们一起吃午餐好吗？

Mr. Brown

Brown：I'm not picky when it comes to food.
说到食物，我不挑食。

Kim：我怎样说，布朗会这样回答？

❶ 金：有没有什么特别想吃的东西？

❷ 金：以前吃过韩餐吗？

Mr. Brown

Brown：I'll leave the choice of dish to you.
你来点餐吧。

Kim：我怎样问，布朗会这样回答？

❶ 金：请点餐吧。

❷ 金：那么，菜配米饭自然是一个不错的选择。

Mr. Brown

Brown：Yes. There are some Korean restaurants where I live，but I've never been to them.
是的。我住的地方有一些韩餐厅，可是我一次也没有去过。

Kim：我怎样问，布朗会这样回答？

❶ 金：韩餐合你的口味吗？

❷ 金：是第一次吃韩餐吗？

Mr. Brown

Brown：If you don't mind，I'd like to sit on the floor.
如果可以，我想坐在地板上。

Kim：我怎样问，布朗会这样回答？

❶ 金：我们可以选择坐在地板上，也可以坐在餐桌旁。

❷ 金：既然这样，坐在地板上怎么样？

Get ready 正确答案及释义

结合情况，熟悉适当的英语表达方法。

Mr. Kim

❷ 金　：我们一起吃午餐好吗？

Kim：Would you please join me for lunch?

Kim：Do you want to have lunch with me?

Mr. Kim

❶ 金　：有没有什么特别想吃的东西？

Kim：Is there any food you'd want to have in particular?

Kim：Is there any food you'd like to have especially?

Mr. Kim

❷ 金　：那么，菜配米饭自然是一个不错的选择。

Kim：Well, it would be natural to choose a dish with rice, then.

Kim：Then, I think a dish with rice will be a good idea.

Mr. Kim

❷ 金　：是第一次吃韩餐吗？

Kim：Is this your first time to try Korean food?

Kim：So, is this the first time for you to try Korean food?

Mr. Kim

❶ 金　：我们可以选择坐在地板上，也可以坐在餐桌旁。

Kim：We can choose to sit either on the floor or at a table.

Kim：You can sit either on the floor or at a table.

下面是对话内容。听的时候尽量不要看对话文字。

Kim : Oh, look at the time. It's already past 12 and nearly time for lunch. Would you please join me?

Brown : Of course, yes. The introduction was so interesting that I didn't realize how the time had flown by.

Kim : Well, is there any food you'd want to have in particular?

Brown : I'm not picky when it comes to food. Since I'm in Korea, I think Korean food will be a good idea. I'll leave the choice of dish to you.

Kim : So, tell me, is this your first time to try Korean food?

Brown : Yes. There are some Korean restaurants where I live, but I've never been to them.

Kim : I see. I hope you like it.

Brown : Oh, I'm sure I will.

Kim : Well, it would be natural to choose a dish with rice, then. It's a good option to try a Korean set menu on your first day.

Brown : Wow, this is a very attractive building.

Kim : Yes, it's in the style of a traditional Korean house.

Brown : Beautiful! I quite like the appearance of it.

Kim : There are two different types of seating. We can choose to sit either on the floor or at a table. I'd say a table seat would be more comfortable for you. Don't you agree?

Brown : You may be right there, but I'd like to try something new. So, if you don't mind, I'd like to sit on the floor.

Kim : That's fine by me. Well, step this way, please.

Dialog 释义

阅读对话的译文，然后再听一遍。

金　： 哦，瞧瞧时间。已经过了 12 点，差不多是午餐时间了。我们一起吃午餐好吗？

布朗： 当然好了。公司介绍非常有趣，不知不觉时间就过去了。

金　： 那么，有没有什么特别想吃的东西？

布朗： 说到食物，我不挑食。既然来韩国了，吃韩餐挺好的。你来点餐吧。

金　： 是第一次吃韩餐吗？

布朗： 是的。我住的地方有一些韩餐厅，可是我从来没有去过。

金　： 我明白了。希望你能喜欢。

布朗： 噢，一定会喜欢的。

金　： 那么，菜配米饭自然是一个不错的选择。第一天吃韩餐，选择韩式套餐挺好的。

布朗： 哇，建筑很漂亮。

金　： 是的，是传统的韩屋。

布朗： 真漂亮！我很喜欢它的外观。

金　： 有两种座位。我们可以选择坐在地板上，也可以坐在餐桌旁。我想你坐餐桌旁的位子更舒服一些，你觉得呢？

布朗： 可以，但是我想尝试一下新鲜事物。所以，如果可以，我想坐在地板上。

金　： 好的。那么，请这边走。

听下面的对话，选择适当的回答。

1. How many times has Mr. Brown had Korean food before?
   ① He has had it once in the U.S.
   ② He has never had it before.
   ③ He has had it many times in his hometown.

2. What kind of food does Mr. Brown want to have?
   ① Western food.
   ② Korean food.
   ③ Any dish with rice.

3. Why does Mr. Brown choose to sit on the floor?
   ① He is familiar with it.
   ② There is no table seat.
   ③ He wants to try something new.

Quiz 正确答案及释义

1. [正确答案] ②

[释义] 布朗说他住的地方有一些韩餐厅，可是他从来没有去过。

Kim : So, tell me, is this your first time to try Korean food?

Brown : Yes. There are some Korean restaurants where I live, but I've never been to them.

金 : 是第一次吃韩餐吗？

布朗 : 是的。我住的地方附近有一些韩餐厅，可是我从来没有去过。

---

2. [正确答案] ②

[释义] 布朗说既然来到了韩国，想吃韩餐。

Kim : Well, is there any food you'd want to have in particular?

Brown : I'm not picky when it comes to food. Since I'm in Korea, I think Korean food will be a good idea. I'll leave the choice of dish to you.

金 : 那么，有没有什么特别想吃的东西？

布朗 : 说到食物，我不挑食。既然来韩国了，吃韩餐挺好的。你来点餐吧。

---

3. [正确答案] ③

[释义] 金哲洙提议说餐桌旁的位子更舒服，但是布朗说想要尝试新事物，要坐在地板上。

Kim : There are two different types of seating. We can choose to sit either on the floor or at a table. I'd say a table seat would be more comfortable for you. Don't you agree?

Brown : You may be right there, but I'd like to try something new. So, if you don't mind, I'd like to sit on the floor.

金 : 有两种座位。我们可以选择坐在地板上，也可以坐餐桌旁的座位。我想你坐餐桌旁的位子更舒服一些，你觉得呢？

布朗 : 可以，但是我想尝试一下新鲜事物。所以，如果可以，我想坐在地板上。

主要语法

到了……的时间了

▶ It's already past 12 and nearly time for lunch.
已经过了 12 点了，差不多是午餐时间了。

It's time to go. 该走了。　　It's time to finish now. 该结束了。

It's time go have [take] a break. 该休息了

* break 休息时间 a coffee break / a lunch break

It's time for lunch. 到午餐时间了。　　It's time for dinner. 到晚餐时间了。

说时间

▶ 3 点　　It's three o'clock.
3 点 15 分　　It's three fifteen. / It's a quarter past [after] three.
差 15 分 3 点　　It's fifteen minutes before three.
差 15 分 2 点　　It's fifteen minutes to two.
3 点 30 分　　It's three thirty. / It's half past three.
3 点 50 分　　It's three fifty. / It's ten to four.
▶ 在 9 点整　　at 9:00 sharp / at 9:00 on the dot

和我［我们］一起吃午餐好吗？

▶ Would yo please join me [us]? 和我［我们］一起吃午餐好吗？
Would you like to join me for lunch?
Would you like to have lunch with me today?
Shall we have lunch together?
How about having lunch with me tomorrow?
Let's have lunch together.

▶ 我请你吃午饭。
I'd like to treat you to lunch.　　Let me treat you to lunch.
Lunch is on me.　　This [It] is my treat. 我来请。
(= It's on me)

有什么特别想吃的吗？

▶ Is there any food you'd like to have in particular?
Is there any food you'd like in particular?
Is there anything in particular you would like to eat? 有什么特别想吃的吗？

▶ What kind of food would you prefer to have? 你想吃什么？

▶ 询问对方吃从来没有吃过的东西时
What kind of food would you prefer to try?

▶ 韩餐和西餐你更想吃哪个？
You can choose between a Western or Korean meal.
Which do you like better, Korean food or western food?

▶ 午餐想吃什么？
What would you like to have for lunch?
What would you like for lunch?

吃什么都可以。

▶ I'm not picky when it comes to food. 说到食物，我不挑食。
I eat everything.
I'm not a picky eater.
I'm not particular about my food.
I'm not that picky particularly.
cf. I'm not particular about clothes. 我对衣服不挑剔。

主要语法

希望……

▶ I hope you like it. 希望饭菜合你的口味。
▶ I hope … 希望……
I hope you have a good time. 希望你过得愉快。
I hope you get well soon. 希望你能快点好起来。
I hope you enjoyed the trip. 希望你旅途愉快。

坐在哪儿，餐桌旁还是地板上？

▶ We can choose to sit either on the floor or at a table.
我们可以选择坐在地板上，也可以坐在餐桌旁。

如果可以的话

▶ If you don't mind, I'd like to sit on the floor. 如果可以的话，我想坐在地板上。
▶ If you don't mine… 如果可以的话……
= If that's all right for [with] you…
= If it's okay with you…

主要语法

是第一次……吗？

▶ Is this your first time to try Korean food? 是第一次吃韩餐吗？
▶ Is this your first time to eat Kimchi? 是第一次吃泡菜吗？
▶ Have you ever tried Korean food before? 以前吃过韩餐吗？

决定菜单

▶ It's a good option to try a Korean set menu on your first day.
第一天吃韩餐，选择韩式套餐挺好的。
▶ Let's have a Korean set menu for lunch today. 今天午餐就点韩式套餐吧。

间接测试自己的英语表达能力。仔细读问题后选择正确的回答。

1. 怎样问，布朗会这样回答？

Brown：Of course，yes.

① **Kim：** I'm ready for a break. What time should I be back?

② **Kim：** It's not there. Have you seen it anywhere?

③ **Kim：** It's nearly time for lunch. Would you please join me?

2. 怎样问，布朗会这样回答？

Brown：I'm not picky when it comes to food.

① **Kim：** Well，is there any food you'd want to have in particular?

② **Kim：** Do you have any food to eat?

③ **Kim：** Is there anything you want me to pick up from the store?

3. 怎样问，布朗会这样回答？

Brown：Yes. There are some Korean restaurants where I live，but I've never been to them.

① **Kim：** Do you mind if we have Korean food for lunch?

② **Kim：** Is this your first time to try Korean food?

③ **Kim：** Would you take me to a good Korean restaurant?

4. 对布朗的话最适当的回答是？

Brown：I'll leave the choice of dish to you.

① **Kim：** Please don't leave the dishes here.

② **Kim：** Well，it would be natural to choose a dish with rice，then.

③ **Kim：** Well，I think this was a great selection

5. 怎样说，布朗会这样回答？

Brown：If you don't mind，I'd like to sit on the floor.

① **Kim：** We can choose to sit either on the floor or at a table.

② **Kim：** We have seats on the floor only.

③ **Kim：** I don't like sitting on the floor.

Practice 正确答案及释义

1. [正确答案] ③ **Kim**: It's nearly time for lunch. Would you please join me?
[释义] 布朗：当然好了。
金 ：我要休息一下了。我该几点回来？
金 ：没在那儿。你在哪儿看过它吗？
金 ：差不多是午餐时间了。我们一起吃午餐好吗？

2. [正确答案] ① **Kim**: Well, is there any food you'd want to have in particular?
[释义] 布朗：说到食物，我不挑食。
金 ：那么，有没有什么特别想吃的东西？
金 ：有什么吃的吗？
金 ：有什么需要我在商店帮你买回来的吗？

3. [正确答案] ② **Kim**: Is this your first time to try Korean food?
[释义] 布朗：是的。我住的地方有一些韩餐厅，可是我从来没有去过。
金 ：午餐吃韩餐可以吗？
金 ：这是你第一次吃韩餐吗？
金 ：你能带我去一家好的韩餐厅吗？

4. [正确答案] ② **Kim**: Well, it would be natural to choose a dish with rice, then.
[释义] 布朗：你来点餐吧。
金 ：盘子不要放在这儿。
金 ：那么，菜配米饭自然是一个不错的选择。
金 ：选得很好。

5. [正确答案] ① **Kim**: We can choose to sit either on the floor or at a table.
[释义] 布朗：如果可以的话，就想坐在地板上。
金 ：我们可以选择坐在地板上，也可以坐在餐桌旁。
金 ：只有坐在地板上的座位。
金 ：我不喜欢坐在地板上。

Lesson 07

Inviting to Lunch 邀请午餐

Review

检查今天学习的内容

整理今天学习的内容，结合自己的情况使用。

整理主要的表达法

到午餐时间了。

▶ It's time for lunch.

我们一起吃午餐好吗？

▶ Would you please join me for lunch?

有没有特别想吃的东西？

▶ Is there any food you'd want to have in particular?

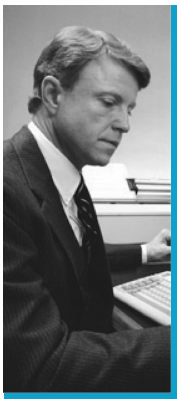
你是第一次吃韩餐吗？

▶ Is this your first time to try Korean food?

整理主要的语法结构

- It's time for lunch.
- Is this your first time to try Korean food?
- I hope you like it.

Memo



Go about the buyer reception

Buyer Reception Simulation

Lesson 08　招待用餐

Treating to Lunch

Treating to Lunch

金哲洙和布朗点的食物端上来了，两人一边用午餐一边谈有关食物的话题。

Preview

今天学习的内容

（1）招待对方吃食物时用的多种表达方式

（2）用餐后问感想时必需的表达方式

主要的表达法

请随便吃。

你经常用筷子吗？

有没有一些觉得太辣了？

食物合你的口味吗？

主要的语法结构

Have you had much experience ＋动词-ing？

What［How］about…？

Which＋食物/季节＋do［did］you like the most？

点的餐端上来后，金哲洙和布朗一起吃韩式套餐。
从下面的选项里选择 **Mr. Kim** 的适当回答，然后想一想用英语怎样表达。

Mr. Brown

Brown：Thanks. There are many different kinds of dishes.
谢谢。好多种菜啊。

Kim：我怎样说，布朗会这样回答？

❶ 金：请随便吃。

❷ 金：菜上来了。

Mr. Brown

Brown：Oh, in the U.S., there are many Chinese and other Asian food restaurants, so I've had plenty of opportunity to try them. 哦，在美国，有很多经营中餐和其他亚洲食物的餐厅，所以用筷子的机会很多。

Kim：我怎样说，布朗会这样回答？

❶ 金：不用筷子，给你拿叉子好吗？

❷ 金：你经常用筷子吗？

Mr. Brown

Brown：A few are pretty spicy, but they're all delicious to me.
有几样挺辣的，但是都很好吃。

Kim：我怎样说，布朗会这样回答？

❶ 金：现在吃的料理怎么样？

❷ 金：能吃辣吗？

Mr. Brown

Brown：Absolutely. It was great fun trying a little bit of this and a little bit of that. 很好吃。各种都尝一尝，挺有意思的。

Kim：我怎样说，布朗会这样回答？

❶ 金：再点一些好吗？

❷ 金：食物合你的口味吗？

Mr. Brown

Brown：All of them were good. But if I had to choose one, I'd say that stew with soy paste was the best.
都很好吃。但如果只选一样的话，用大酱汤最好吃。

Kim：我怎样说，布朗会这样回答？

❶ 金：你最喜欢吃的是什么？

❷ 金：要不要再吃一点？

Get ready 正确答案及释义

结合情况，熟悉适当的英语表达方法。

❶ 金　：请随便吃。

Kim：Help yourself, please.

Kim：Feel free to begin sampling the foods.

❷ 金　：你经常用筷子吗？

Kim：Have you had much experience using chopsticks?

Kim：Have you had many chances to use chopsticks?

❶ 金　：现在吃的料理怎么样？

Kim：What about some of the dishes in our set meal?

Kim：So, what do you think about some of the dishes served?

❷ 金　：食物合你的口味吗？

Kim：So, did you enjoy the food?

Kim：So, did you like the meal?

❶ 金　：你最喜欢吃的是什么？

Kim：Which dish did you like the most?

Kim：Of all the dishes, which one did you find most delicious?

下面是对话内容。听的时候尽量不要看对话文字。

Kim : Help yourself, please.

Brown : Thanks. There are many different kinds of dishes. And it all looks so delicious.

Kim : The rice and soup are basics. Along with them, different kinds of side dishes called "banchan" are served.

Brown : I see. That makes for an enjoyable mix of tastes.

Kim : That's exactly right.

Brown : Oh, excuse me. I dropped a chopstick. I'm not quite able to use them well yet.

Kim : No, no, you're doing fine. Here, please take another one. Have you had much experience using chopsticks?

Brown : Oh, in the U.S., there are many Chinese and other Asian food restaurants, so I've had plenty of opportunity to try them.

Kim : I see, and what about some of the dishes in our set meal? Are any of them too hot for you?

Brown : A few are pretty spicy, but they're all delicious to me.

Kim : I'm glad to hear that.

Kim : So, did you enjoy the food?

Brown : Absolutely. It was great fun trying a little bit of this and a little bit of that.

Kim : Which dish did you like the most?

Brown : All of them were good. But if I had to choose one, I'd say that stew with soy paste was the best.

Kim : Oh, you mean, "Daenjangggigae". I'm glad you liked it so well.

Dialog 释义

阅读对话的译文，然后再听一遍。

金　： 请随便吃。

布朗： 谢谢。好多种菜啊。看起来都很好吃。

金　： 米饭和汤是基本的，还配有几样小菜，叫“banchan”。

布朗： 是啊。所以一次可以品尝到多种菜的味道。

金　： 是的。

布朗： 哦，不好意思，我把筷子弄掉了。我用得还很不熟练。

金　： 不，不是的，你用得很好。请用这一副。你经常用筷子吗？

布朗： 哦，在美国，有很多经营中餐和其他亚洲食物的餐厅，所以用筷子的机会很多。

金　： 是吗。套餐里的菜怎么样？有没有一些觉得太辣了？

布朗： 有几样挺辣的，但是都很好吃。

金　： 那就好。

金　： 那么，食物合你的口味吗？

布朗： 很好吃。各种都尝一尝，挺有意思的。

金　： 你最喜欢吃的是什么？

布朗： 都很好吃。但如果只选一样的话，用黄豆酱做的汤最好吃。

金　： 哦，你是说大酱汤啊。很高兴你喜欢。

听下面的对话，选择适当的回答。

1. What are they having now?
   ① Rice and soup.
   ② Rice and side dishes.
   ③ All of the above.

2. Which of the following is NOT true?
   ① Mr. Brown dropped a chopstick.
   ② Mr. Brown is able to use chopsticks well.
   ③ Mr. Brown is familiar with chopsticks.

3. What does Mr. Brown think about the dishes?
   ① They're delicious to him.
   ② All of them are too spicy.
   ③ None of them suit his taste.

4. What did Mr. Brown like the most?
   ① Soy paste.
   ② Soy sauce.
   ③ Stew with soy paste.

Quiz 正确答案及释义

1. [正确答案] ③

[释义] 他们吃的是韩式套餐，以上食物对话里都提到了，所以答案是③。

■ **Brown**：Thanks. There are many different kinds of dishes. And it all looks so delicious.

Kim：The rice and soup are basics. Along with them, different kinds of side dishes called "banchan" are served.

■ **布朗**：谢谢。好多种菜啊。看起来都很好吃。

金：米饭和汤是基本的，还配有几样小菜，叫"banchan"。

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2. [正确答案] ②

[释义] 布朗经常在经营中餐和亚洲食物的餐厅使用筷子，可是用得还不是很熟练，所以答案是②。

■ **Brown**：Oh, excuse me. I dropped a chopstick. I'm not quite able to use them well yet.

Kim：No, no, you're doing fine. Here, please take another one. Have you had much experience using chopsticks?

Brown：Oh, in the U.S., there are many Chinese and other Asian food restaurants, so I've had plenty of opportunity to try them.

■ **布朗**：哦，不好意思，我把筷子弄掉了。我用得还很不熟练。

金：不，不是的，你用得很好。请用这一副。你经常用筷子吗？

布朗：哦，在美国，有很多经营中餐和其他亚洲食物的餐厅，所以用筷子的机会很多。

---

3. [正确答案] ①

[释义] 对话中布朗说有些食物很辣，但是都很好吃。

① 食物都很好吃。② 所有的食物都太辣了。③ 没有合他胃口的食物。

■ **Kim**：I see, and what about some of the dishes in our set meal? Are any of them too hot for you?

Brown：A few are pretty spicy, but they're all delicious to me.

■ **金**：明白了。套餐里的菜怎么样？有没有一些觉得太辣了？

布朗：有几样挺辣的，但是都很好吃。

---

4. [正确答案] ③

[释义] 对话中布朗说最好吃的食物是大酱汤，所以答案是③。

■ **Kim**：Which dish did you like the most?

Brown：All of them were good. But if I had to choose one, I'd say that stew with soy paste was the best.

■ **金**：你最喜欢的是什么？

布朗：都很好吃。但如果只选一样的话，大酱汤最好喝。

请随便吃。

▶ 请随便吃。

Please, help yourself. Enjoy your meal.

▶ 请多吃一点。

Have as much as you want. Enjoy as much as you want.

Help yourself as much as you want.

▶ 请再吃一点。

Have some more. Eat some more.

Help yourself some more. Why don't you have some more?

好吃/不好吃

▶ 好吃

It's delicious / tasty. It tastes great / wonderful / excellent.

It's so yummy.

▶ 不好吃

It doesn't taste very good. 不怎么好吃。

It's worse than I expected. 没有想象的好吃。

It's not as good as I expected. 没有想象的那么好吃。

It doesn't taste as good as it looks. 没有看起来那么好吃。

米饭、汤、调料——有关韩餐的英语表达方式

▶ The rice and soup are basics. 米饭和汤是基本的。

▶ "Bab" or rice is our staple food. 我们以米饭为主食。

[参考]
汤 soup / 炖汤 stew
酱油 soy bean sauce / 大酱 soy bean paste
辣椒酱 red pepper paste / 辣椒面 red pepper powder
大蒜 garlic / 洋葱 onion / 葱 green onion

主要语法

……过吗?

▶ 经常用筷子吗?

Have you had much experience using chopsticks?

用过筷子吗?

Have you ever used chopsticks?

▶ 会用筷子吗?

Can you use chopsticks? = Are you familiar with using chopsticks?

▶ 我们用筷子夹菜。We use chopsticks to pick up side dishes.

▶ 你筷子用得真好。You're really good at using chopsticks.

主要语法

……怎么样? What［How］about…?

▶ What about some of the dishes in our set meal? 套餐里的菜怎么样?

▶ How［What］about the salary? 薪酬怎么样?

▶ How［What］about a drink? 喝一杯怎么样? /喝点什么怎么样?

▶ 味道怎么样?

How do you like it?

How does it taste?

How is it?

Is the taste all right?

Do you like it?

辣、咸…… 说味道的时候

▶ Are any of them too hot for you? 有没有一些觉得太辣了?

＝Is it too hot for you?

＊食物很辣的时候用 very spicy/very hot 等表达

It tastes［It's］very hot / salty / bland / sour / sweet / bitter.

很辣 / 咸 / 淡 / 酸 / 甜 / 苦。

用餐后问感想的时候

▶ 吃好了吗?

Did you enjoy the food［meal］?

＝Did you like the food［meal］?

＝Did you think the food was good?

▶ 希望你吃好了。I hope you enjoyed your meal.

▶ 希望你吃好。I hope you enjoy your meal. ＝Help yourself.

主要语法

最喜欢（什么）?

▶ Which dish did you like the most?

▶ Which＋名词＋do［did］you like the most［best］?

你最喜欢哪个……?

Which place did you like the most? 你最喜欢哪个地方?

Which season do you like the best? 你最喜欢哪个季节?

Which program do you like the most? 你最喜欢什么节目?

间接测试自己的英语表达能力。仔细读问题后选择正确的回答。

1. 怎样说，布朗会这样回答？

Brown：Thanks. There are many different kinds of dishes.

① **Kim：** Could you help me with this, please?

② **Kim：** I'll help you with choosing a restaurant.

③ **Kim：** Help yourself, please.

2. 怎样问，布朗会这样回答？

Brown：Oh, in the U.S., there are many Chinese and other Asian food restaurants, so I've had plenty of opportunity to try them.

① **Kim：** Have you had much experience using chopsticks?

② **Kim：** Are there many Chinese restaurants in the U.S. ?

③ **Kim：** Do you like Asian food?

3. 怎样问，布朗会这样回答？

Brown：A few are pretty spicy, but they're all delicious to me.

① **Kim：** What about having some spicy food instead?

② **Kim：** What about some of the dishes in our set meal?

③ **Kim：** What did you like about Korean food?

4. 怎样问，布朗会这样回答？

Brown：Absolutely. It was great fun trying a little bit of this and a little bit of that.

① **Kim：** So, did you enjoy the food?

② **Kim：** So, did you enjoy shopping?

③ **Kim：** So, did you enjoy the trip?

5. 怎样问，布朗会这样回答？

Brown：If I had to choose one, I'd say that stew with soy paste was the best.

① **Kim：** Which dish did you want?

② **Kim：** Which dish did you order?

③ **Kim：** Which dish did you like the most?

Practice 正确答案及释义

1. [正确答案] ③ **Kim**: Help yourself, please.
   [释义] 布朗：谢谢。好多种菜啊。
   金　：能帮我一下吗？
   金　：我来帮你选餐厅。
   金　：请随便吃。

2. [正确答案] ① **Kim**: Have you had much experience using chopsticks?
   [释义] 布朗：哦，在美国，有很多经营中餐和其他亚洲食物的餐厅，所以用筷子的机会很多。
   金　：你经常用筷子吗？
   金　：在美国有很多中餐馆吗？
   金　：喜欢亚洲的食物吗？

3. [正确答案] ② **Kim**: What about some of the dishes in our set meal?
   [释义] 布朗：有几样挺辣的，但是都很好吃。
   金　：吃点辣的食物怎么样？
   金　：套餐里的菜怎么样？
   金　：你喜欢的韩餐是什么？

4. [正确答案] ① **Kim**: So, did you enjoy the food?
   [释义] 布朗：很喜欢。各种都尝一尝，挺有意思的。
   金　：那么，食物合你的口味吗？
   金　：购物愉快吗？
   金　：旅途愉快吗？

5. [正确答案] ③ **Kim**: Which dish did you like the most?
   [释义] 布朗：如果只选一样的话，用黄豆酱做的汤最好喝。
   金　：想要什么菜？
   金　：点了什么菜？
   金　：最喜欢的是什么？

Lesson 08

Treating to Lunch 招待用餐

Review

检查今天学习的内容

整理今天学习的表达方式，结合自己的情况使用。

整理主要的表达法

请随便吃。

▶ Help yourself, please.

经常用筷子吗？

▶ Have you had much experience using chopsticks?

有没有一些觉得太辣了？

▶ Are any of them too hot for you?

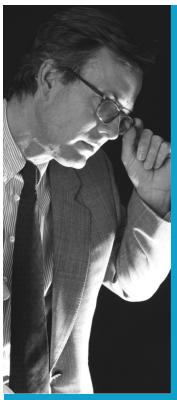
食物合你的口味吗？

▶ Did you enjoy the food?

整理主要的语法结构

- Have you had much experience using chopsticks?
- What about some of the dishes in our set meal?
- Which dish did you like the most?

Memo



Go about the buyer reception

Buyer Reception Simulation

Lesson 09 参观工厂

Giving a Factory Tour

Giving a Factory Tour

金哲洙带布朗参观生产设施。两人一边参观工厂，一边就产品的生产性、质量等进行对话。

Preview

今天学习的内容

（1）介绍工厂设施时需要的表达方式

（2）就产品生产进行对话时需要的表达方式

主要的表达法

我们将去参观我们的一处工厂。

有大约五千人在这里工作。

他会带我们参观工厂。

里面有工厂经营的详细信息。

我们把质量放在首位。

主要的语法结构

We are making + 数量 + a month.

We put + 质量/设计 + above everything else.

产品名称 + be well known for + 原因.

今天金哲洙和布朗去参观纳诺的一处生产工厂。
选择 **Mr. Kim** 的适当回答，想一想用英语怎样表达。

Mr. Brown

Brown：Wonderful. Where's that factory located? 太好了。工厂位置在哪儿？

Kim　：怎样说，布朗会这样回答？

❶ 金：下午晚些时候我们去参观我们的一处工厂。

❷ 金：工厂的地点比什么都重要。

Mr. Brown

Brown：It looks pretty huge. 规模很大啊。

Kim　：对布朗的话最适当的回答是？

❶ 金：工人分三个班轮班工作。

❷ 金：现在有大约五千人在这里工作。

Mr. Brown

Brown：I'm pleased to meet you. 很高兴见到你。

Kim　：怎样说，布朗会这样回答？

❶ 金：先看一下生产线。

❷ 金：他会带我们参观工厂。

Mr. Brown

Brown：Thank you. 谢谢你。

Kong　：怎样说，布朗会这样回答？

❶ 孔：这是小册子。

❷ 孔：请看一下资料。

Mr. Brown

Brown：Then, how many phones a month are you making?
那么，你们每个月生产多少部手机？

Kong　：对布朗的问题最适当的回答是？

❶ 孔：平均生产量在增加。

❷ 孔：现在每个月生产 150 万部。

Mr. Brown

Brown：That explains why NANO cell phones are well known for their quality.
这就说明了纳诺的手机以高质量闻名的原因。

Kong　：对布朗的话最适当的回答是？

❶ 孔：我们把质量放在首位。

❷ 孔：顾客们要求质量最好的产品。

Get ready 正确答案及释义

结合情况，熟悉适当的英语表达方法。

❶ 金　：下午晚些时候我们去参观我们的一处工厂。

Kim：We'll go to one of our factories later this afternoon.

Kim：We'll make a tour of one of our factories this afternoon.

❷ 金　：现在有大约五千人在这里工作。

Kim：There are about 5, 000 people working here.

Kim：Around 5, 000 employees are working here.

❷ 金　：他会带我们参观工厂。

Kim：He'll show us around the factory.

Kim：He'll give us a tour of the factory.

❶ 孔　：这是小册子。

Kong：Please take this brochure.

Kong：Here's our brochure for you.

❷ 孔　：现在每个月生产 150 万部。

Kong：Currently, 1. 5 million a month.

Kong：Our current monthly production is 1. 5 million phones.

❶ 孔　：我们把质量放在首位。

Kong：We put quality above everything else.

Kong：Quality is at the top of our priorities.

下面是对话内容。听的时候尽量不要看对话文字。

Kim : We'll go to one of our factories later this afternoon.

Brown : Wonderful. Where's that factory located?

Kim : It's in Suwon. It will take about an hour and a half by car.

Kim : We're almost there. Do you see the buildings right over there? That's our factory.

Brown : It looks pretty huge.

Kim : Yes, it was built in 1985, and there are about 5,000 people working here. This way, please.

Kong : Good afternoon!

Kim & Brown : Good afternoon!

Kim : This is Mr. Brown from Tycon Electronics. Mr. Brown, this is our QC manager, Jang-in Kong. He'll show us around the factory.

Kong : How are you? I'm pleased to meet you.

Brown : I'm doing fine. I'm pleased to meet you too.

Kong : Please take this brochure. It has detailed information about the factory operations.

Brown : Thank you.

Kong : All right then, let's get started. Currently, 80% of the NANO share of the cell phone market is manufactured here.

Brown : Then, how many phones a month are you making?

Kong : Currently, 1.5 million a month, and that's increasing.

Brown : Wow, I'm impressed.

Kong : Thank you. We put quality above everything else. Our finished products go through rigorous testing, and only the best are allowed on the market.

Brown : That explains why NANO cell phones are well known for their quality.

Kong : We're flattered that you would say so, thank you.

Dialog 释义

阅读对话的译文，然后再听一遍。

金　： 下午晚些时候我们去参观我们的一处工厂。

布朗： 太好了。工厂位置在哪儿？

金　： 在水原。从这儿开车需要大约一个半小时。

金　： 快到了。看到那边的那些大楼了吗？那就是我们的工厂。

布朗： 规模很大啊。

金　： 是的，工厂是 1985 年建的，现在有大约五千人在这里工作。请这边走。

孔　： 下午好！

金 & 布朗： 下午好！

金　： 这位是泰康电子的杰森·布朗。布朗先生，这位是负责质量管理的经理，孔章仁。他会带我们参观工厂。

孔　： 你好。见到你很高兴。

布朗： 我很好。见到你也很高兴。

孔　： 这是小册子。里面有工厂经营的详细信息。

布朗： 谢谢。

孔　： 那么，我们走吧。现在市场上销售的 80% 的纳诺手机都是在这里生产的。

布朗： 那么，你们一个月生产多少部手机？

孔　： 现在每个月生产 150 万部，这个数字还在增加。

布朗： 哇，很令人赞叹。

孔　： 谢谢。我们把质量放在首位。完成的产品要经过严格的测试，只有最好的产品才可以进入市场。

布朗： 这就说明了纳诺手机以高质量闻名的原因。

孔　： 过奖了，谢谢你。

听下面的对话，选择适当的回答。

1. Which of the following is true?

① The headquarters is located in Suwon.

② The factory is located in Suwon.

③ They are going by bus.

2. What's Mr. Kong's job?

① Receptionist.

② Factory Manager.

③ QC Manager.

3. What does NANO consider important in producing cell phones?

① Quality.

② Design.

③ Product testing.

Quiz 正确答案及释义

1. [正确答案] ②

[释义] 对话是参观水原的工厂的内容。

Brown : Wonderful. Where's that factory located?

Kim : It's in Suwon. It will take about an hour and a half by car.

布朗 : 太好了。工厂位置在哪儿?

金 : 在水原。从这儿开车需要大约一个半小时。

---

2. [正确答案] ③

[释义] ① 接待员 ② 厂长 ③ 质量管理负责人

Kim : This is Mr. Brown from Tycon Electronics. Mr. Brown, this is our QC manager, Jang-in Kong. He'll show us around the factory.

Kong : How are you? I'm pleased to meet you.

金 : 这位是泰康电子的杰森·布朗。布朗先生，这位是负责质量的经理，孔章仁。他会带我们参观工厂。

孔 : 你好。见到你很高兴。

---

3. [正确答案] ①

[释义] 纳诺生产手机时最重视的是质量。

Brown : Wow, I'm impressed.

Kong : Thank you. We put quality above everything else. Our finished products go through rigorous testing, and only the best are allowed on the market.

布朗 : 哇，很令人赞叹。

孔 : 谢谢。我们把质量放在首位。完成的产品要经过很严格的测试，只有最好的产品才可以进入市场。

提议参观工厂时

▶ We'll go to one of our factories later this afternoon.
下午晚些时候我们去参观我们的一处工厂。

▶ 想参观一下我们的工厂吗？
Would you like to look around our factory?
Would you like to tour around our factory?

▶ 我来带你看一下我们的生产工厂。
Let me show you our manufacturing plant.
We'll give you a tour of the plant.

是在……年建的。

▶ 是 1985 年建的。
It was built in 1985.
It was constructed [established / founded] in 1985.

现在有大约五千人在这里工作。

▶ There are about 5, 000 people [employees / workers] working here.
= About 5, 000 people are working here.

带……参观 "show + 人 + around + 场所"

▶ He'll show us around the factory.
= He'll give us a tour of the facilities.
他会带我们参观工厂。

▶ 我来带你参观工厂。
I'll show you around the factory.
I'll take you around the factory.

介绍小册子（brochure）的内容时

▶ It has detailed information about the factory operations.
里面有工厂经营的详细信息。

现在国内市场上销售的 80% 的纳诺手机是在这里生产的。

▶ 80% of the NANO cell phones market is manufactured here.
80% 的纳诺手机是在这里生产的。

▶ 80% of all the phones from this factory go to the domestic market.
这个工厂生产的手机的 80% 在国内市场销售。

主要语法

每月的生产量是多少?

▶ We're making [constructing] 1.5 million phones a month.
我们每个月生产 150 万部手机。
This plant produces 10,000 units per [a] month.
这个工厂每月生产 1 万部手机。

▶ 每月的生产能力是多少? What's the monthly production capacity?

把……放在首位。

▶ 我们把质量 [设计] 放在首位。
We put quality [design] above everything else.
We put quality [design] above all.
Quality is our top priority. We put top priority on quality.

完成的产品要经过严格的测试。

▶ Our finished products go through rigorous testing.
= Our finished products are thoroughly [rigorously] tested.

▶ 原材料 raw material 零部件 components, parts
半成品 half-finished product 完成品 finished product

产品在市场销售

▶ Only the best are allowed on the market.
只有质量最好的产品才可以在市场销售。

▶ 四月份我们将新产品投放到市场。
We'll put a new product on the market in April.

▶ 你们的新产品计划什么时候上市? When will you launch your new product?

▶ 那家公司推出了一款新的数码电视机。The company has released a new digital TV.
那家公司将接上推出一款新的数码电视机。The company will release a new digital TV.

主要语法

产品因为……而有名。"产品 + be well known for + 原因."

▶ 因为……而有名 be famous for = be popular for = be well known for

▶ NANO cell phones are well known for their high quality.
纳诺的手机因为高质量而闻名。

▶ Our product is known for being easy to use.
我们公司的产品因为使用便捷而闻名。

那就说明了……的原因。

▶ That explains why NANO cell phones are well known for their quality.
这就说明了纳诺手机以高质量而闻名的原因。
I'm selling at a loss. That's why it's so cheap.
我是亏本卖的,所以才这么便宜。
That's why I told you to store [save] the data often.
所以我才告诉你要经常保存数据。

间接测试自己的英语表达能力。仔细读问题后选择正确的回答。

1. 怎样说，布朗会这样回答？

Brown：Wonderful. Where's that factory located?

① **Kim：** We'll go to one of our factories later this afternoon.

② **Kim：** We have three factories in total.

③ **Kim：** I'd like to see one of your factories.

2. 对布朗的话最适当的回答是？

Brown：It looks pretty huge.

① **Kim：** I know, it was built many years ago.

② **Kim：** I don't think it's pretty.

③ **Kim：** There are about 5,000 people working here.

3. 怎样说，布朗会这样回答？

Brown：Thank you.

① **Kong：** Please take his advice.

② **Kong：** Please do this report correctly.

③ **Kong：** Please take this brochure.

4. 对布朗的问题最适当的回答是？

Brown：Then, how many phones a month are you making?

① **Kong：** Currently, 1.5 million a month.

② **Kong：** I can't make a phone call now. I'm too busy.

③ **Kong：** I'm making good money out of it.

5. 怎样说，布朗会这样回答？

Brown：That explains why NANO cell phones are well known for their quality.

① **Kong：** I'll explain how we maintain the quality level.

② **Kong：** We put quality above everything else.

③ **Kong：** These are our guidelines for quality.

Practice 正确答案及释义

1. [正确答案] ① **Kim**: We'll go to one of our factories later this afternoon.
   [释义] 布朗：太好了。工厂位置在哪儿？
   金　：下午晚些时候我们去参观我们的一处工厂。
   金　：我们一共有三个工厂。
   金　：我想去参观你们的一处工厂。

2. [正确答案] ③ **Kim**: There are about 5,000 people working here.
   [释义] 布朗：规模很大啊。
   金　：我知道是几年前建的。
   金　：我没觉得它漂亮。
   金　：现在有大约五千人在这里工作。

3. [正确答案] ③ **Kong**: Please take this brochure.
   [释义] 布朗：谢谢你。
   孔　：请听取他的劝告。
   孔　：请准确地写这份报告。
   孔　：这是小册子。

4. [正确答案] ① **Kong**: Currently, 1.5 million a month.
   [释义] 布朗：那么，你们一个月制造多少部手机？
   孔　：现在每个月生产 150 万部。
   孔　：我现在不能打电话。我很忙。
   孔　：我通过它赚了很多钱。

5. [正确答案] ② **Kong**: We put quality above everything else.
   [释义] 布朗：这就说明了纳诺手机以高质量而闻名的原因。
   孔　：我来说明一下我们是如何保证质量的。
   孔　：我们把质量放在首位。
   孔　：这些是我们的质量手册。

Lesson 09

Giving a Factory Tour 参观工厂

Review

检查今天学习的内容

整理今天学习的表达方式，结合自己的情况使用。

整理主要的表达法

我们将去参观我们的一处工厂。

▶ We'll go to one of our factories.

有大约五千人在这里工作。

▶ There are about 5, 000 people working here.

他会带我们参观工厂。

▶ He'll show us around the factory.

里面有工厂经营的详细信息。

▶ It has detailed information about the factory operations.

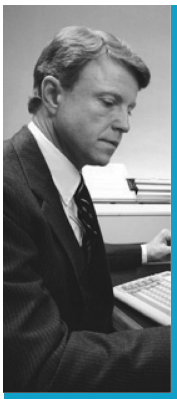
我们把质量放在首位。

▶ We put quality above everything else.

整理主要的语法结构

- We're making 1. 5 million phones a month.
- We put quality above everything else.
- NANO cell phones are well known for their quality.

Memo



Go about the buyer reception

Buyer Reception Simulation

Lesson 10 介绍新产品

Presenting New Products

Presenting New Products

金哲洙给布朗介绍新产品，布朗对新产品很感兴趣。

Preview

今天学习的内容

（1）介绍新产品的特点的时候需要的表达方式

（2）介绍新产品的目标和前景的时候使用的表达方式

主要的表达法

很高兴给你展示我们的新产品。

我们确保它们比以前的型号更有现代感。

我们把重点放在了高新技术上。

我来给你演示怎么操作。

主要的语法结构

It will be launched on + 日期 / 期间.

We made sure that it is + 形容词.

It is targeted mainly at + 目标群体.

金哲洙向 Mr. Brown 介绍纳诺通信的新产品。
从下面的选项中选择 Mr. Kim 的适当回答，然后想一想用英语怎样表达。

Brown：My company is highly interested in the new line.
我们公司对这次的新产品很感兴趣。

Kim：怎样说，布朗会这样回答？

❶ 金：我们公司的新产品是新的生产线上批量生产的。

❷ 金：很高兴给你展示我们的新产品。

Brown：Excellent. 太好了。

Kim：怎样说，布朗会这样回答？

❶ 金：这个系列的产品将于本月 26 日上市。

❷ 金：上市日期还没有确定下来。

Brown：Oh, yes, they are very attractive. 哦，是啊，很有吸引力。

Kim：对布朗的话最适当的回答是？

❶ 金：我们确保它们比以前的型号更具现代感。

❷ 金：可以说消费者的要求比以前更苛刻了。

Brown：Could you tell me now about the function options?
现在能给我介绍一下功能吗？

Kim：对布朗的话最适当的回答是？

❶ 金：只有具有多种功能的产品才能在市场上生存。

❷ 金：这个系列产品的开发，我们把重点放在了高新技术上。

Brown：So there'll probably be some word-of-mouth benefits from that.
那么通过此可能还会有口口相传的效果。

Kim：怎样说，布朗会这样回答？

❶ 金：这个系列主要是针对年轻人和年纪较小的使用者的。

❷ 金：为了新产品的宣传我们计划进行大规模的报纸和电视广告。

Brown：Could you demonstrate for me how to operate one?
你能给我演示一下怎样操作吗？

Kim：对布朗的话最适当的回答是？

❶ 金：说明书上有很详细的操作方法。

❷ 金：我来给你演示怎么操作。

Get ready 正确答案及释义

结合情况，熟悉适当的英语表达方法。

❷ 金　：很高兴给你展示我们的新产品。

Kim：I'm very pleased now to show you our new line of products.

Kim：I'm quite pleased that you'll now be seeing our new product line.

❶ 金　：这个系列的产品将于本月 26 日上市。

Kim：The line will be launched on the 26th of this month.

Kim：The line will be released this month, on the 26th.

❶ 金　：我们确保它们比以前的型号更具现代感。

Kim：We made sure that they're more modern than previous models.

Kim：We made certain that they have a more modern look than the older models.

❷ 金　：这个系列产品的开发，我们把重点放在了高新技术上。

Kim：When we developed this series, the main focus was on cutting-edge technologies.

Kim：We focused on cutting-edge technologies when we made this series.

❶ 金　：这个系列主要是针对年轻人和年纪比较小的使用者的。

Kim：This series is targeted mainly at young people and early adopters.

Kim：The main target of this series will be young people and early adopters.

❷ 金　：我来给你演示怎么操作。

Kim：Sure, I'll show you how to work it.

Kim：Yes, I'll explain how to use it.

下面是对话内容。听的时候尽量不要看对话文字。

Kim : I'm very pleased now to show you our new line of products, the NV7 series.

Brown : My company is highly interested in the new line.

Kim : That's great to hear. The line will be launched on the 26th of this month.

Brown : Excellent. What would you say is the most competitive advantage of the series?

Kim : There are several. Let me just point out one of them … the designs.

Brown : Oh, yes, they are very attractive.

Kim : Thank you. We made sure that they're more elegantly simple and modern than the previous models.

Brown : I see. Could you tell me now about the function options?

Kim : When we developed this series, the main focus was on cutting-edge technologies. So, we added state-of-the-art features, but at the same time, we also made sure it's user-friendly. This series is targeted mainly at young people and early adopters.

Brown : So there'll probably be some word-of-mouth benefits from that.

Kim : Yes, we are surely hoping that's the case. We'll also launch a number of diverse, early-stage marketing strategies. That's how we aim to reach our sales goal.

Brown : It's a good plan. Could you demonstrate for me how to operate one?

Kim : Sure, and please take any example from the line and try it out for yourself. I'll show you how to work it.

Dialog 释义

阅读对话的译文，然后再听一遍。

金　：很高兴给你展示我们的新产品，NV7 系列。

布朗：我们公司对这次的新产品很感兴趣。

金　：那太好了。这个系列的产品将于本月 26 日上市。

布朗：很好。这个系列最有竞争力的优势是什么？

金　：有好几个优势。只说其中的一个的话…… 就是设计。

布朗：哦，是啊，很吸引人。

金　：谢谢。我们确保它们比以前的型号更优雅、简洁，更具现代感。

布朗：明白了。现在能跟我说一下功能吗？

金　：这个系列的产品开发，我们把重点放在了高新技术上。所以，我们给它添加了最先进的功能，同时又确保它是用户容易使用的。这个系列主要是针对年轻人和年纪比较小的使用者的。

布朗：那么通过此可能还会有口口相传的效果。

金　：是的，希望如此。我们还会实施一系列多种多样的早期市场开发战略。我们计划以此来实现我们的销售目标。

布朗：这个计划很好。能给我演示一下怎样操作吗？

金　：当然可以，请你从产品中任意拿一个，自己试一下。我来给你演示怎么操作。

听下面的对话，选择适当的回答。

1. What's the greatest advantage of the new products?
   ① Simple and modern design.
   ② Appealing functions.
   ③ Better quality.

2. What is NOT true about the new series?
   ① It is user-friendly.
   ② It uses cutting-edge technologies.
   ③ It is targeted at customers with high incomes.

3. What is Mr. Kim going to do next?
   ① Explain the early-stage marketing strategies.
   ② Demonstrate how to use a product.
   ③ Show Mr. Brown how to assemble a model.

Quiz 正确答案及释义

1. [正确答案] ①

[释义] 新产品最大的优势是什么？

① 简洁而具有现代感的设计。② 有吸引力的功能。③ 更好的质量。

■ **Brown**：Excellent. What would you say is the most competitive advantage of the series?

Kim：There are several. Let me just point out one of them… the designs.

■ **布朗**：很好。这个系列最具竞争力的优势是什么？

金：有好几个优势。只说其中的一个的话……就是设计。

---

2. [正确答案] ③

[释义] 新产品主要是针对年轻人和年纪较小的使用者。因此，说是针对高收入人群的③与对话内容不符。

■ **Kim**：When we developed this series, the main focus was on cutting-edge technologies. So, we added state-of-the-art features, but at the same time, we also made sure it's user-friendly. This series is targeted mainly at young people and early adopters.

■ **金**：这个系列的产品开发，我们把重点放在了高新技术上。所以，我们给它添加了最先进的功能，同时又确保它是用户容易使用的。这个系列主要是针对年轻人和年纪较小的使用者的。

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3. [正确答案] ②

[释义] 说要介绍操作方法的②是正确答案。

■ **Kim**：Yes, we are surely hoping that's the case. We'll also launch a number of diverse, early-stage marketing strategies. That's how we aim to reach our sales goal.

Brown：It's a good plan. Could you demonstrate for me how to operate one?

■ **金**：是的，希望如此。我们还会实施一系列多种多样的早期市场开发战略。我们计划以此来实现我们的销售目标。

布朗：这个计划很好。能给我演示一下怎样操作吗？

介绍新产品时

▶ I'm very pleased now to show you our new line of products.
很高兴给你展示我们的新产品。

▶ 我来给你介绍我们最新型的电脑。I'd like to introduce our latest computer model.

▶ 我来给你介绍新产品。Let me show you our brand-new [newly developed] product.

▶ 这是我公司的最新产品。This is our newest product.

▶ 我来说一下我们的新产品。I'm going to be talking about our new product.

[其他]

▶ I'll tell you… / I'll inform you… 也是介绍新产品时可以使用的表达方式。

主要语法

什么时候上市

The line will be launched on the 26th of this month. 新产品将于本月 26 日上市。

▶ 新产品两个月以后上市。
The new products will be coming out in two months.
The new products will be launched in two months.
The new products will be on the market in two months.

▶ NV7 的发售日期是 11 月 15 日。
The release date of NV7 series is November 15th.

▶ 新产品上市 launch / release / introduce a new product

[读日期的方法]

(美式) November 15th, 2006 – November fifteenth, two thousand six
(英式) 15th November – the fifteenth of November

表达想法或者意见的时候 What would you say…?

▶ What would you say is the most competitive advantage of the series?
这个系列最有竞争力的优势是什么?

▶ What would you say about going to the movies?
= How about going to the movies?
= Why don't we go to a movie [the movies/the theater]?
去看电影怎么样?

指出一种……

▶ Let me just point out one of them… the designs.
只说其中的一个的话……就是设计。

▶ 这个产品最大的特点是……
The best feature of this product is…
The major advantage of this product is…
The best part about this product is…

和以前的型号或者其他的型号对比进行说明时

▶ 我们确保他们比以前的型号更具现代感。
We made sure that they're more modern than the previous models.

▶ 我们的产品和市场上的其他产品相比有更多的优点。
Our product has more advantages [good points] over other goods in the market.

▶ 比以前的型号更快 / 更小 / 更容易使用 / 更薄
faster / smaller / easier to use / thinner than the former model

▶ 比旧的型号更高效 / 经济 / 结实耐用
more efficient / economical / durable than the old one

高新技术

▶ The main focus was on cutting-edge technologies. 我们把重点放在了高新技术上。

▶ 应用了最新技术。The latest technology has been applied.

▶ 先进技术

cutting-edge technology	state-of-the-art technology
advanced technology	high technology

主要语法

确保，务必使 make sure

▶ We made sure it's user-friendly. 我们确保消费者很容易使用。
We made sure it's easier to use [operate].
We made sure it's thin and light weight.
cf. as light as a feather 像羽毛一样轻

主要语法

目标在于…… / 针对……

▶ This series is targeted mainly at young people and early adopters.
这个系列主要是针对年轻人和年纪比较小的使用者的。
This series is targeted mainly at teenagers.
This series is targeted mainly at younger women.

介绍使用方法时

▶ 我来给你介绍一下使用方法。
I'll show you how to work it.
= I'll show you how it works.
= Let me show you how it works.

▶ I'd like to show you how easy you can operate it.
我来给你演示一下使用有多容易。

间接测试自己的英语表达能力。仔细读问题后选择正确的回答。

1. 怎样说，布朗会这样回答？

Brown：My company is highly interested in the new line.

① **Kim：** I'm really happy to tell you about our goals.

② **Kim：** I'm very pleased now to show you our new line of products.

③ **Kim：** I'm very glad to show you how to get there.

2. 怎样说，布朗会这样回答？

Brown：Excellent.

① **Kim：** The line will be launched on the 26th of this month.

② **Kim：** The launch of the product line has been delayed.

③ **Kim：** The launch of the new products is poorly organized.

3. 对布朗的话最适当的回答是？

Brown：What would you say is the most competitive advantage of the series?

① **Kim：** Let me just point out one of them… the designs.

② **Kim：** Let me give you one of them.

③ **Kim：** Yes, the series is hugely popular.

4. 对布朗的话最适当的回答是？

Brown：Oh, yes, they are very attractive.

① **Kim：** Thank you, but I think their appearance is the best feature.

② **Kim：** Thank you, but I think something will be wrong with the models.

③ **Kim：** We made sure that they're more elegantly simple and modern than the previous models.

5. 对布朗的问题最适当的回答是？

Brown：Could you tell me now about the function options?

① **Kim：** Yes, it functions really well.

② **Kim：** When we developed this series, the main focus was on cutting-edge technologies.

③ **Kim：** Yes, you have to pay more for these options.

6. 怎样说，布朗会这样回答？

Brown：So there'll probably be some word-of-mouth benefits from that.

① **Kim：** This series is targeted mainly at young people and early adopters.

② **Kim：** This series will be redesigned soon.

③ **Kim：** This series is not as efficient as we'd hoped.

7. 对布朗的问题最适当的回答是？

Brown：Could you demonstrate for me how to operate one?

① **Kim：** Yes, I'll show you around.

② **Kim：** I'll show you how to work it.

③ **Kim：** Yes, the show will start soon.

Practice 正确答案及释义

1. [正确答案] ② **Kim**: I'm very pleased now to show you our new line of products.
   [释义] 布朗：我公司对这次的新产品很感兴趣。
   金　：很高兴能跟你说我们的目标。
   金　：很高兴给你展示我们的新产品。
   金　：很高兴能告诉你怎么到那儿去。

2. [正确答案] ① **Kim**: The line will be launched on the 26th of this month.
   [释义] 布朗：那太好了。
   金　：这个系列的产品将于本月 26 日上市。
   金　：系列产品上市推迟了。
   金　：新产品的上市缺乏系统性。

3. [正确答案] ① **Kim**: Let me just point out one of them … the designs.
   [释义] 布朗：这个系列最具竞争力的优势是？
   金　：只说其中的一个的话…… 就是设计。
   金　：我把其中的一个给你吧。
   金　：是的，这个系列很受欢迎。

4. [正确答案] ③ **Kim**: We made sure that they're more elegantly simple and modern than the previous models.
   [释义] 布朗：哦，是啊，很吸引人。
   金　：谢谢，外观是最大的特点。
   金　：谢谢，以后也可能会有问题。
   金　：我们确保它们比以前的产品更优雅、简洁，更具现代感。

5. [正确答案] ② **Kim**: When we developed this series, the main focus was on cutting-edge technologies.
   [释义] 布朗：现在能跟着我说一下功能吗？
   金　：是的，运转非常好。
   金　：这个系列的产品开发，我们把重点放在了高新技术上。
   金　：是的，要想使用这些功能选项，你要多支付一些费用。

6. [正确答案] ① **Kim**: This series is targeted mainly at young people and early adopters.
   [释义] 布朗：那么通过此可能还会有口口相传的效果。
   金　：这个系列主要是针对年轻人和年纪比较小的使用者的。
   金　：这个系列的产品很快就会重新设计。
   金　：这个系列的产品没有期待的那么高效。

7. [正确答案] ② **Kim**: I'll show you how to work it.
   [释义] 布朗：能给我演示一下怎样操作吗？
   金　：是的，我来带你参观。
   金　：我来给你演示怎么操作。
   金　：是的，演出很快就要开始了。

Lesson 10

Presenting New Products 介绍新产品

Review

检查今天学习的内容

整理今天学习的内容，结合自己的情况使用。

整理主要的表达法

很高兴给你展示我们的新产品。

▶ I'm very pleased now to show you our new line of products.

我们确保它们比以前的型号更具现代感。

▶ We made sure that they're more modern than previous models.

我们把重点放在了高新技术上。

▶ The main focus was on cutting-edge technologies.

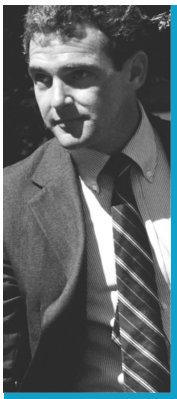
我来给你演示怎么操作。

▶ I'll show you how to work it.

整理主要的语法结构

- It will be launched on the 26th of this month.
- We made sure that it is user-friendly.
- It is targeted mainly at young people.

Memo



Go about the buyer reception

Buyer Reception Simulation

Lesson 11 参观公司的销售店

Visiting a Retail Shop of a Company

Visiting a Retail Shop of a Company

金哲洙和布朗一起参观在龙山的销售店。和外国客户一起去销售店的时候，会有怎样的对话呢？

Preview

今天学习的内容

（1）介绍消费者对产品的反映时需要的表达方式

（2）就销售店进行对话时需要的表达方式

主要的表达法

我们将去参观我公司的一个销售店。

通过互联网购买手机的人数在增加。

消费者喜欢功能多的手机。

这家店的销售量在不断增加。

主要的语法结构

The number of people…is increasing.

We want customers to + 动词…

It's the reason that…

金哲洙和布朗一起参观在龙山的销售店。
选择 **Mr. Kim** 的适当回答，然后想一想用英语怎样表达。

Mr. Brown

Brown：Oh，Yongsan… It's the biggest electronics market in Seoul，right?
哦，龙山…… 它是首尔最大的电子产品市场，是吗？

Kim：怎样说，布朗会这样回答？

❶ 金：龙山市场是最大的电子产品市场。

❷ 金：我们将去我公司在龙山市场的一个销售店。

Mr. Brown

Brown：So，how many ways are there to purchase a cell phone in Korea?
韩国的消费者购买手机都有哪些渠道？

Kim：对布朗的话最适当的回答是？

❶ 金：大多数在附近的手机销售店购买。

❷ 金：在手机销售店有多种促销活动。

Mr. Brown

Brown：How many companies in Korea provide mobile phone service?
在韩国提供移动通信服务的公司有几家？

Kim：对布朗的话最适当的回答是？

❶ 金：是的，竞争很激烈。

❷ 金：现在有 4 家。

Mr. Brown

Brown：What types of phones do Korean customers favor?
韩国的消费者喜欢哪种机型？

Kim：怎样问，布朗会这样回答？

❶ 金：大多喜欢功能多的产品。

❷ 金：很难满足消费者的所有要求。

Mr. Brown

Brown：It has a very comfortable feeling.
感觉很舒服。

Kim：对布朗的话最适当的回答是？

❶ 金：比起简单的功能，消费者有喜欢多功能的倾向。

❷ 金：我们希望顾客能很放松并很享受参观我们的产品。

Get ready 正确答案及释义

结合情况，熟悉适当的英语表达方法。

❷ 金　：我们将去我公司在龙山市场的一个销售店。

Kim：We're going to visit one of our shops in Yongsan market.

Kim：We'll be taking you to visit one of our retail shops in Yongsan market.

❶ 金　：大多数在附近的手机销售店购买。

Kim：There are phone shops in most neighborhoods.

Kim：You can find phone shops on almost every corner.

❷ 金　：现在有 4 家。

Kim：There are four at the moment.

Kim：Currently, we have four.

❶ 金　：大多喜欢功能多的手机。

Kim：Mostly, phones with lots of functions.

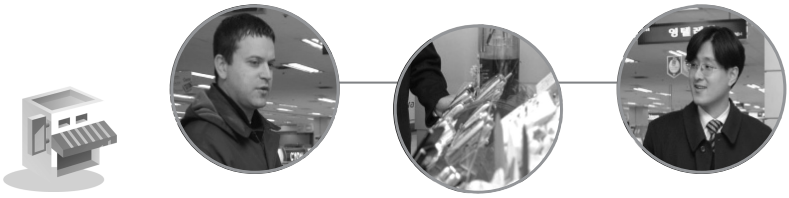
Kim：Many choose phones that have multiple functions.

❷ 金　：我们希望顾客能很放松并很享受参观我们的产品。

Kim：We want our customers to relax and enjoy browsing through our products.

Kim：We like our customers to feel comfortable and enjoy looking around.

下面是对话内容。听的时候尽量不要看对话文字。



Kim : Mr. Brown, we're going to visit one of our shops. It's in Yongsan market.

Brown : Oh, Yongsan ... I think I read about it somewhere in a guidebook. It's the biggest electronics market in Seoul, right?

Kim : Yes, it is.

Brown : So how far is it from here?

Kim : Not that far, about twenty minutes or so.

Brown : So, how many ways are there to purchase a cell phone in Korea?

Kim : There are phone shops in most neighborhoods. But the number of people buying them on the Internet or from home shopping channels is increasing.

Brown : I see, and how many companies in Korea provide mobile phone service?

Kim : There are four at the moment.

Brown : There are so many different models of cell phones on display. What types of phones do Korean customers favor?

Kim : Mostly, phones with lots of functions. But there are also many who think that appearance is the most important.

Brown : I see. I should compliment you on the atmosphere of the shop. It has a very comfortable feeling.

Kim : Thank you. We want our customers to relax and enjoy browsing through our products.

Brown : That helps to boost sales, no doubt.

Kim : Yes, it's the reason, I think, that sales at this shop are steadily increasing, by about 10% every month.

Dialog 释义

阅读对话的译文，然后再听一遍。

金　： 布朗先生，我们将去参观我公司的一个销售店。它在龙山市场。

布朗： 哦，龙山…… 我想我在一本旅行指南上看到过。它是首尔最大的电子产品市场，是吗？

金　： 是的。

布朗： 离这儿有多远？

金　： 不是很远，需要 20 分钟左右。

布朗： 韩国的消费者购买手机都有哪些渠道？

金　： 大多数在附近的手机销售店购买。但是，通过互联网或者家庭购物频道购买的人数也在增加。

布朗： 明白了。那么，在韩国提供移动通信服务的公司有几家？

金　： 现在有 4 家。

布朗： 陈列的手机型号有很多啊。韩国的消费者喜欢哪种机型？

金　： 大多喜欢功能多的手机。但是看重外观的顾客也有很多。

布朗： 明白了。这个卖场的气氛很好，感觉很舒服。

金　： 谢谢。我们希望顾客能很放松并很享受参观我们的产品。

布朗： 毫无疑问，这会有助于销售量的增加。

金　： 是的，我想正是因为这个原因，这个销售店的销售量在不断增加，每个月增加大约 10% 。

听下面的对话，选择适当的回答。

1. What are they going to do?
   ① Get information about Yongsan market.
   ② Drop by an office in Yongsan market.
   ③ Visit a shop in Yongsan market.

2. According to the dialog, an increasing number of people are buying phones _____.
   ① from phone shops.
   ② on the Internet or TV.
   ③ in electronics markets.

3. What kinds of phones do customers favor?
   ① Phones with many functions.
   ② Phones that are small and light.
   ③ Phones that are inexpensive.

4. What might be a reason for the increased sales of the shop?
   ① The shop is in a good location.
   ② The shop has a comfortable atmosphere.
   ③ The shop gives customers free gifts.

Quiz 正确答案及释义

1. [正确答案] ③
[释义] ② drop by→“顺便来访”。

■ **Kim** : Mr. Brown, we're going to visit one of our shops. It's in Yongsan market.
Brown : Oh, Yongsan… I think I read about it somewhere in a guidebook. It's the biggest electronics market in Seoul, right?

■ **金** : 布朗先生，我们将去参观我公司的一个销售店。它在龙山市场。
布朗 : 哦，龙山……我想我在一本旅行指南上看到过。它是首尔最大的电子产品市场，是吗？

---

2. [正确答案] ②
[释义] 根据对话内容，通过互联网或者电视购物购买手机的人数在增加。

■ **Brown** : So, how many ways are there to purchase a cell phone in Korea?
Kim : There are phone shops in most neighborhoods. But the number of people buying them on the Internet or from home shopping channels is increasing.

■ **布朗** : 韩国的消费者购买手机都有哪些渠道？
金 : 大多数是在附近的手机销售店购买。但是，通过互联网或者家庭购物频道购买的人数也在增加。

---

3. [正确答案] ①
[释义] 根据对话内容，消费者喜欢功能多的手机。

■ **Brown** : There are so many different models of cell phones on display. What types of phones do Korean customers favor?
Kim : Mostly, phones with lots of functions. But there are also many who think that appearance is the most important.

■ **布朗** : 陈列的手机型号很多啊。韩国的消费者喜欢哪种机型？
金 : 大多喜欢功能多的手机。但是看重外观的顾客也有很多。

---

4. [正确答案] ②
[释义] 根据对话内容，舒适的卖场气氛有助于销售量的增加。
① 卖场的位置很好。② 卖场的气氛很舒适。③ 卖场为顾客提供赠品。

■ **Brown** : I should compliment you on the atmosphere of the shop. It has a very comfortable feeling.
Kim : Thank you. We want our customers to relax and enjoy browsing through our products.
Brown : That helps to boost sales, no doubt.
Kim : Yes, it's the reason, I think, that sales at this shop are steadily increasing, by about 10% every month.

■ **布朗** : 这个卖场的气氛很好，感觉很舒服。
金 : 谢谢。我们希望顾客能很放松并很享受参观我们的产品。
布朗 : 毫无疑问，这会有助于销售量的增加。
金 : 是的，我想正是因为这个原因，这个销售店的销售量在不断增加，每个月增加大约 10% 。

打算……，将会……

▶ 我们会去参观一下我公司的一个销售店。

We're going to visit one of our shops.

= We'll go to visit one of our shops.

= Would you like to visit one of our shops?

= What do you think about visiting one of our shops?

▶ 想看……吗？

Would you like to take a look at…?

Are you interested in looking around… ?

有哪些方法？有哪些渠道？

▶ How many ways are there to purchase a cell phone in Korea?

韩国的消费者购买手机有哪些渠道？

主要语法

……的人数在增加

▶ The number of people buying cell phones on the Internet is increasing.

= More and more people are buying cell phones on [through] the Internet.

通过互联网购买手机的人数在增加。

▶ 互联网 the Internet, the Net, the Web（和定冠词一起使用，首字母大写）

家庭购物频道 home shopping channels

cf. a number of = a great number of = many 许多

A number of clients visited the store. 很多顾客参观了商店。

陈列的商品种类很多啊。

▶ There are so many different models of cell phones on display. 陈列的手机型号很多啊。

▶ 在陈列 be on display = be displayed

New products are displayed in the show window.

= New products are on display in the show window. 橱窗里陈列着新商品。

* display window 比 show window 更常用

韩国的消费者喜欢哪种机型？
What types of phones do Korean customers favor?

▶ Korean customers favor phones with lots of functions. 韩国的消费者喜欢功能多的手机。

▶ 那种机型需求量很大。

That model is in high demand. That design is always popular.

▶ 这种型号卖得最好。

This is our best-selling model. This model is one of our best-sellers.

谈论卖场的气氛

▶ The atmosphere of the shop is classy / elegant / cozy / modern
卖场的气氛很有品位 / 很雅致 / 很舒适 / 很有现代感。

▶ The store has a very comfortable feeling.
卖场让人感觉很舒服。

▶ The store has an impressively modern look.
卖场很有现代感，给人印象深刻。

主要语法

我们希望顾客们…… We want customers to + 动词

▶ We want our customers to relax and enjoy browsing through our products.
我们希望顾客们可以放松并很享受参观我们的产品。

▶ He wants you to call him back.
他让你给他打电话。

▶ I want you to come to my birthday party.
我想让你来参加我的生日晚会。

help + (to) + 动词 对……有帮助，有助于……

▶ That helps [brings up] to boost sales, no doubt.
毫无疑问，这会有助于销售量的增加。

▶ They say sleeping on the job helps increase productivity.
他们说工作中小睡有助于提高生产力。

▶ Have you helped increase sales?
你帮助增加销售量了吗？

主要语法

因为这个原因…… It's the reason that…

▶ It's the reason that sales at this shop are steadily increasing.
正是因为这个原因，这个销售店的销售量在不断增加。

销售量在增加

▶ Sales at this shop are steadily increasing, by about 10% every month.
这个销售店的销售量在不断增加，每个月增加大约 10% 。

间接测试自己的英语表达能力。仔细读问题后选择正确的回答。

1. 怎样问，布朗会这样回答？

Brown：Oh，Yongsan… It's the biggest electronics market in Seoul，right?

① **Kim：** Do you know where the biggest store in Seoul is?

② **Kim：** What did you do while at Yongsan?

③ **Kim：** We're going to visit one of our shops in Yongsan market.

2. 对布朗的问题最适当的回答是？

Brown：So how far is it from here?

① **Kim：** I'll take you there.

② **Kim：** Not that far，about twenty minutes or so.

③ **Kim：** Please take this subway line to get there.

3. 对布朗的问题最适当的回答是？

Brown：So，how many ways are there to purchase a cell phone in Korea?

① **Kim：** There are phone shops in most neighborhoods.

② **Kim：** I'll show you the way.

③ **Kim：** I'll show you where you can buy a cell phone.

4. 对布朗的问题最适当的回答是？

Brown：How many companies in Korea provide mobile phone service?

① **Kim：** They're providing only two models now.

② **Kim：** I don't think they have such a service.

③ **Kim：** There are four at the moment.

5. 对布朗的话最适当的回答是？

Brown：There are so many different models of cell phones on display. What types of phones do Korean customers favor?

① **Kim：** Mostly，phones with lots of functions.

② **Kim：** There are a lot of text messages sent.

③ **Kim：** There's no need for you to do that.

6. 对布朗的问题最适当的回答是？

Brown：It has a very comfortable feeling.

① **Kim：** I felt exactly the same when it happened.

② **Kim：** Most of our customers were unhappy about the problem.

③ **Kim：** We want our customers to relax and enjoy browsing through our products.

Practice 正确答案及释义

1. [正确答案] ③ **Kim**: We're going to visit one of our shops in Yongsan market.
[释义] 布朗：哦，龙山……它是首尔最大的电子产品市场，是吗？
金 ：你知道首尔最大的商店在哪儿吗？
金 ：你在龙山做什么了？
金 ：我们将去参观我公司在龙山的一个销售店。

2. [正确答案] ② **Kim**: Not that far, about twenty minutes or so.
[释义] 布朗：离这儿有多远？
金 ：我送你去那儿。
金 ：不是很远。需要 20 分钟左右。
金 ：请乘坐这个线路的地铁去那儿。

3. [正确答案] ① **Kim**: There are phone shops in most neighborhoods.
[释义] 布朗：在韩国购买手机有哪些渠道？
金 ：大多数在附近的手机销售店购买。
金 ：我来给你带路。
金 ：我来告诉你在哪儿可以买到手机。

4. [正确答案] ③ **Kim**: There are four at the moment.
[释义] 布朗：在韩国提供移动通信服务的公司有几家？
金 ：他们现在只提供两种型号。
金 ：他们没有这种服务。
金 ：现在有 4 家。

5. [正确答案] ① **Kim**: Mostly, phones with lots of functions.
[释义] 布朗：陈列的手机型号很多啊。韩国的消费者喜欢哪种机型？
金 ：大多喜欢功能多的手机。
金 ：来了很多短消息。
金 ：你不需要那么做。

6. [正确答案] ③ **Kim**: We want our customers to relax and enjoy browsing through our products.
[释义] 布朗：感觉很舒服。
金 ：发生那件事的时候我也有同样的感觉。
金 ：我们的大多数顾客都对这个问题很不满。
金 ：我们希望顾客能很放松并很享受参观我们的产品。

Lesson 11

Visiting a Retail Shop of a Company 参观公司的销售店

Review

检查今天学习的内容

整理今天学习的表达方式，结合自己的情况使用。

整理主要的表达法

我们将去参观我公司的一个销售店。

▶ We're going to visit one of our shops.

通过互联网购买手机的人数在增加。

▶ The number of people buying a cell phone on the Internet is increasing.

消费者喜欢功能多的手机。

▶ Customers favor phones with lots of functions.

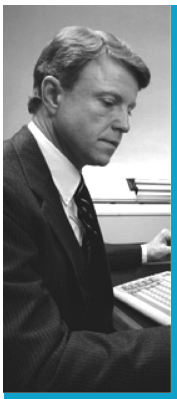
这家店的销售量在不断增加。

▶ Sales at this shop are steadily increasing.

整理主要的语法结构

- The number of people buying a cell phone on the Internet is increasing.
- We want our customers to relax and enjoy browsing through our products.
- It's the reason that sales at this shop are steadily increasing.

MEMO :::: Memo ::::



Go about the buyer reception

Buyer Reception Simulation

Lesson 12 观光：景福宫

Sightseeing: Gyeongbok Palace

Sightseeing：Gyeongbok Palace

金哲洙和布朗在首尔市内观光。他们要参观景福宫，在这儿他们会有什么样的对话呢？

Preview

今天学习的内容

（1）介绍观光地的历史时需要的表达方式

（2）介绍观光地的文化遗产时需要的表达方式

主要的表达法

这里是景福宫。

在我们正前面的建筑就是勤政殿。

在国家举办宴会的时候使用的。

很高兴能有机会让你对我们国家多一些了解。

主要的语法结构

Here we are at + 场所.

This is where + 主语 + 动词.

The name means…

今天金哲洙和布朗一起游览景福宫。从下面的选项中选出 **Mr. Kim** 的适当回答，然后想一想用英语怎么表达。

Mr. Brown

Brown：It's quite an imposing collection of buildings.
建筑物都很雄伟。

Kim：我怎样说，布朗会这样回答？

❶ 金：好，这就是景福宫。

❷ 金：我们去参观景福宫好吗？

Mr. Brown

Brown：Who's King Taejo, by the way? 对了，太祖是谁？

Kim：对布朗的问题，我的回答是？

❶ 金：他是朝鲜王朝的创始人，也就是第一个王。

❷ 金：朝鲜是 1392 年建立的。

Mr. Brown

Brown：It's very impressive size. 规模很大啊。

Kim：怎样说，布朗会这样回答？

❶ 金：以前勤政殿不是谁都可以进的。

❷ 金：在我们正前面的建筑就是勤政殿。

Mr. Brown

Brown：The structure does have a regal appearance.
整个建筑确实显示出王的威仪。

Kim：怎样说，布朗会这样回答？

❶ 金：王在这里就国事问题主持正式的会议。

❷ 金：经常就国事问题召开会议。

Mr. Brown

Brown：The name seems to tell that it was used for special occasions.
从名字上看，好像是用于特别的场合。

Kim：从语境上来看，对布朗的话最适当的回答是？

❶ 金：名字有特别的含义。

❷ 金：在国家举办宴会的时候使用的。

Mr. Brown

Brown：I've learned many new things today. Thank you for giving me the chance to visit here. 我今天学到了很多。非常感谢你给我参观这里的机会。

Kim：从语境上来看，对布朗的话最适当的回答是？

❶ 金：希望下次有机会参观更多的地方。

❷ 金：很高兴能有机会让你对我们国家多了解一些。

Get ready 正确答案及释义

结合情况，熟悉适当的英语表达方法。

Mr. Kim

❶ 金　：好，这就是景福宫。

Kim：Okay, here we are at Gyeongbok Palace.

Kim：Well, this is Gyeongbok Palace.

Mr. Kim

❶ 金　：他是朝鲜王朝的创始人，也就是第一个王。

Kim：He was the founder of the Chosun Dynasty, and so its first king.

Kim：He was the first king of the Chosun Dynasty. He founded it.

Mr. Kim

❷ 金　：在我们正前面的建筑就是勤政殿。

Kim：This structure right in front of us is called Geungjeongjeon.

Kim：The structure straight ahead is called Geungjeongjeon.

Mr. Kim

❶ 金　：王在这里就国事问题主持正式的会议。

Kim：This is where kings held meetings about national affairs.

Kim：Kings had meetings on national affairs here.

Mr. Kim

❷ 金　：在国家举办宴会的时候使用的。

Kim：It was used to host royal banquets.

Kim：Its use was for holding royal banquets.

Mr. Kim

❷ 金　：很高兴能有机会让你对我们国家多一些了解。

Kim：I'm very happy to have a chance to share a little knowledge about my country.

Kim：I'm glad for the opportunity to share something about my country.

下面是对话内容。听的时候尽量不要看对话文字。

Kim : Okay, here we are at Gyeongbok Palace.

Brown : It's quite an imposing collection of buildings. Everything certainly looks very well kept.

Kim : Well, it all has been in recent times. The palace was started during the reign of King Taejo, and was completed after many years. It was once badly damaged by the Japanese when they invaded Korea in the 1500's, 1592 to be exact. It was only in 1865 when we began to restore it.

Brown : It's hard to believe it was damaged at one time from how it looks now. Who's King Taejo, by the way?

Kim : He was the founder of the Chosun Dynasty, and so its first king. Shall we go inside now?

Kim : This structure right in front of us is called Geungjeongjeon.

Brown : It's a very impressive size.

Kim : Yes, it is. This is where kings held meetings about national affairs, and welcomed visitors from other countries.

Brown : The structure does have a regal appearance. Very kingly, I would say.

Kim : You think so? There's a pleasant surprise nearby, too—a very picturesque little man-made pond.

Brown : Oh, really?

Kim : Yes. The pond area is also the location of our famous Gyeonghoeru. Why don't we take a stroll over there?

Kim : This is the pavilion called Gyeonghoeru, and it's the biggest of its kind in Korea. The name means "Pavilion of Joyous Meeting".

Brown : The name seems to tell that it was used for special occasions.

Kim : Yes, that's right. It was used to host royal banquets.

Brown : I've learned many new things today. Thank you for giving me the chance to visit here.

Kim : You're more than welcome. I'm very happy to have a chance to share a little knowledge about my country.

Dialog 释义

阅读对话的译文，然后再听一遍。

金　： 好，这就是景福宫。

布朗： 建筑物都很雄伟。一切看起来都保存得很好。

金　： 嗯，这也是近代才保存的。景福宫是在太祖时开始建造的，经过很多年才建造完成。日本侵略朝鲜的时候曾经被严重损坏，那是在 16 世纪，准确地说是 1592 年。直到 1865 年才开始重建。

布朗： 看现在的样子很难相信它曾一度遭到过破坏。对了，太祖是谁？

金　： 他是朝鲜王朝的创始人，也就是第一个王。我们进去好吗？

金　： 在我们正前面的建筑就是勤政殿。

布朗： 规模很大啊。

金　： 是的。王在这里就国事问题主持正式的会议，接见各国的使节。

布朗： 整个建筑确实显示出王的威仪。很威严，我应该说。

金　： 是吗？附近还有一个惊喜 —— 一个风景如画的小人工湖。

布朗： 哦，是吗？

金　： 是的。人工湖区域就是著名的庆会楼的所在地。我们走过去看一下好吗？

金　： 这个楼阁叫庆会楼，是韩国同类之中最大的楼阁。这个名字的意思是“愉快地聚会的楼阁”。

布朗： 从名字上看，好像是用于特别的场合。

金　： 是的。在国家举行宴会的时候使用的。

布朗： 我今天学到了很多。谢谢你让我有机会参观这里。

金　： 不客气。很高兴能有机会让你对我们国家多一些了解。

听下面的对话，选择适当的回答。

1. What does Mr. Brown think of Gyeongbok Palace?
   ① It is impressive.
   ② It looks quite old.
   ③ It is a quiet place.

2. What was Geungjeongjeon used for?
   ① It was used to hold meetings about national affairs.
   ② It was used to accommodate foreign visitors.
   ③ It was used to host royal banquets.

3. What is NOT true about Gyeonghoeru?
   ① It is the biggest pavilion in Korea.
   ② Its name means Shining Happiness.
   ③ It was used to host royal banquets.

Quiz 正确答案及释义

1. [正确答案] ①

[释义] 布朗对景福宫有什么想法？

① 很雄伟。② 很古老。③ 是一个很安静的地方。

Kim : Okay, here we are at Gyeongbok Palace.

Brown : It's quite an imposing collection of buildings. Everything certainly looks very well kept.

金 : 好，这就是景福宫。

布朗 : 建筑物都很雄伟。一切看起来保存得都很好。

---

2. [正确答案] ①

[释义] ① 是商讨国事的地方。

② 用于接见外国的使节。

③ 用于举办宴会。

Kim : This structure right in front of us is called Geungjeongjeon.

Brown : It's a very impressive size.

Kim : Yes, it is. This is where kings held meetings about national affairs, and welcomed visitors from other countries.

金 : 在我们正前面的建筑就是勤政殿。

布朗 : 规模很大啊。

金 : 是的。王在这里就国事问题主持正式的会议，接见各国的使节。

---

3. [正确答案] ③

[释义] 庆会楼意为"愉快地聚会的楼阁（Pavilion of Joyous Meeting）" Shining Happiness→闪亮的幸福（庆福）。

Kim : This is the pavilion called Gyeonghoeru, and it's the biggest of its kind in Korea. The name means "Pavilion of Joyous Meeting".

Brown : The name seems to tell that it was used for special occasions.

Kim : Yes, that's right. It was used to host royal banquets.

金 : 这个楼阁叫庆会楼，是韩国同类之中最大的楼阁。这个名字的意思是"愉快地聚会的楼阁"。

布朗 : 从名字上看，好像是用于特别的场合。

金 : 是的。在国家举办宴会的时候使用的。

主要语法

这是……，到……了

▶ Here we are at Gyeongbok Palace.
This is Gyeongbok Palace. 这就是景福宫。

[做观光向导时可以使用的其他表达方式]

▶ 今天我来带你参观景福宫。
I'd like to take you on a tour of Gyeongbok Palace.
* take + 人 + on a tour of / to + 观光地　带……参观……

▶ 你想去哪里参观？Where would you like to go sightseeing?

▶ Do you have any particular place that you want to go to?
有什么特别想去的地方吗？

……王在位时

▶ during the reign [rule] of King Taejo = during King Taejo's reign [rule]

▶ The palace was started during the reign of King Taejo.
这个宫殿是在太祖时开始建造的。

年代 / 年度 / 世纪

▶ 20 世纪 60 年代 the 1960s
20 世纪 70 年代 the 1970s
20 世纪 80 年代 the 1980s
(也可以简单地说 the 60s / the 70s / the 80s)

▶ 读年份、世纪
1995 年 nineteen ninety five　　2006 年 two thousand six
18 世纪 the eighteenth century　　21 世纪 the twenty first century

到……才…… / ……是在……

▶ It was only in 1865 when we began to restore it.
直到 1865 年才开始重建。

▶ It was + 时间 + when [that] + 主语 + 动词.　到……才…… / ……是在……

▶ It was only yesterday that I met him. 我是昨天才见到他的。

很难相信……

▶ It's hard to believe it was damaged at one time. 很难相信它曾一度遭到损坏。

前面/左边/右边/后面的建筑就是……

▶ This structure right in front of us is called Geungjeongjeon.
= The building right in front of you is Geungjeongjeon.
在我们正前面的建筑就是勤政殿。

▶ 你右边的建筑 the building on / to your right
你左边的建筑 the building on /to your left

你身后的建筑 the building behind you / the building to your back

[观光时需要用到的词汇]

寺庙 temple / 塔 pagoda / 王陵 royal tomb / 楼阁，凉亭 pavilion / 孔子庙 Confucian school / 墓石牌坊 dolmen / 祠堂 shrine

主要语法

在这里……（做某事）。

▶ This is where kings held meetings about national affairs, and welcomed visitors from other countries.

＝This place was used when the kings held formal meetings on national affairs…

王在这里就国事问题主持正式的会议。

This is where I played a lot with my friends.

这就是我和我的朋友们过去经常玩的地方。

This is where I studied. 这就是我学习过的地方。

去……看看好吗？

▶ 我们走过去看看好吗？

Why don't we take a stroll over there?

＝Why don't we walk over there?

＝Why don't we move on to Gyeongbok Palace?

最大的/历史最悠久的

▶ It's the biggest (of its kind) in Korea. 它是韩国（同类之中）最大的。

＊of its kind 同类之中

▶ It's the oldest mural existing in our country. 它是我国现存历史最悠久的壁画。

主要语法

这个名字的意思是……

▶ The name means "Pavilion of Joyous Meeting".

这个名字的意思是"愉快地聚会的楼阁"。

（遗址、文物）用于……

▶ It was used to host [hold] royal banquets. 在国家举办宴会的时候使用的。

观光后说的话

▶ 很高兴能有机会让你对我们国家多一些了解。

I'm very happy to have a chance to share a little knowledge about my country.

＝It was my pleasure to be able to share a little knowledge about my country.

▶ 不客气。很高兴你参观很愉快。

My pleasure. / The pleasure is mine. / I'm glad [happy] that you enjoyed it.

间接测试自己的英语表达能力。仔细读问题后选择正确的回答。

1. 怎样说，布朗会这样回答？

Brown：It's quite an imposing collection of buildings.

① **Kim**：Okay，here we are at Gyeongbok Palace.

② **Kim**：Would you like to see my collection of Korean masks?

③ **Kim**：It's near where Gyeongbok Palace is.

2. 对布朗的话最适当的回答是？

Brown：Everything certainly looks very well kept.

① **Kim**：Well，I like to keep everything neatly organized.

② **Kim**：Yes，I'm responsible for keeping it working well.

③ **Kim**：The palace was started during the reign of King Taejo，and was completed after many years.

3. 怎样说，布朗会这样回答？

Brown：The structure does have a regal appearance. Very kingly，I would say.

① **Kim**：This is where we have company meetings.

② **Kim**：This is where kings welcomed visitors from other countries.

③ **Kim**：This place was used to celebrate our traditional holidays.

4. 对布朗的话最适当的回答是？

Brown：The name seems to tell that it was used for special occasions.

① **Kim**：I don't think I know the name.

② **Kim**：It was used to host royal banquets.

③ **Kim**：I can't tell you the name，either.

5. 对布朗的话最适当的回答是？

Brown：Thank you for giving me the chance to visit here.

① **Kim**：Then，let's visit there when you have the time.

② **Kim**：I don't need it anymore. You can keep it.

③ **Kim**：I'm very happy to have a chance to share a little knowledge about my country.

Practice 正确答案及释义

1. [正确答案] ① **Kim**：Okay，here we are at Gyeongbok Palace.
   [释义] 布朗：建筑物都很雄伟。
   金　：好，这就是景福宫。
   金　：你想看我收集的韩国的假面吗？
   金　：它离景福宫很近。

2. [正确答案] ③ **Kim**：The palace was started during the reign of King Taejo，and was completed after many years.
   [释义] 布朗：一切看起来保存得很好。
   金　：我喜欢把一切都整理得井井有条。
   金　：是的，我有责任让一切运转良好。
   金　：这个宫殿是在太祖时开始建造的，经过很多年才建造完成。

3. [正确答案] ② **Kim**：This is where kings welcomed visitors from other countries.
   [释义] 布朗：整个建筑确实显示出王的威仪。很威严，我应该说。
   金　：这里是公司聚会的地方。
   金　：这里是王接见各国使节的地方。
   金　：这里用于庆祝传统的节日。

4. [正确答案] ② **Kim**：It was used to host royal banquets.
   [释义] 布朗：从名字上看，好像是用于特别的场合。
   金　：我不知道名字。
   金　：在国家举办宴会的时候使用的。
   金　：我也不能告诉你名字。

5. [正确答案] ③ **Kim**：I'm very happy to have a chance to share a little knowledge about my country.
   [释义] 布朗：谢谢你让我有机会参观这里。
   金　：那么，你有时间时我们到那里参观一下吧。
   金　：我不需要更多。你留着吧。
   金　：很高兴能有机会让你对我们国家更多一些了解。

Lesson 12

Sightseeing：Gyeongbok Palace 观光：景福宫

Review

检查今天学习的内容

整理今天学习的表达方式，结合自己的情况使用。

整理主要的表达法

这就是景福宫。

▶ Here we are at Gyeongbok Palace.

在我们正前面的建筑就是勤政殿。

▶ This structure right in front of us is called Geungjeongjeon.

在国家举办宴会的时候使用的。

▶ It was used to host royal banquets.

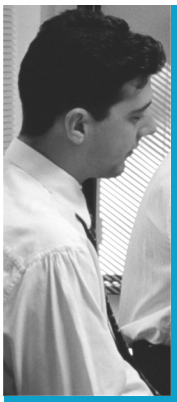
很高兴能有机会让你对我们国家多一些了解。

▶ I'm very happy to have a chance to share knowledge about my country.

整理主要的语法结构

- Here we are at Gyeongbok Palace.
- This is where kings held meetings about national affairs.
- The name means "Pavilion of Joyous Meeting".

MEMO :::: Memo ::::



Go about the buyer reception

Buyer Reception Simulation

Lesson 13 开始会议

Opening a Meeting

Opening a Meeting

纳诺通信公司和泰康电子公司开会商谈合同事宜。来听一下金哲洙和布朗在会议上的对话吧。

Preview

今天学习的内容

（1）会议开始进行时使用的表达方式

（2）介绍会议的战略时需要的表达方式

主要的表达法

我们开始今天的会议吧？

我们要商讨一下纳诺和泰康之间的合同事宜。

希望通过这个合同，我们的产品能在美国市场上占有一席之地。

我们的目标是扩大国外市场。

主要的语法结构

Our company is eager to help…

We're projecting that…

Let's discuss…in detail.

今天金哲洙和布朗开会商谈合同事宜。
选择 **Mr. Kim** 的适当回答，想一想用英语怎样表达。

Mr. Brown

Brown：Certainly. 当然。

Kim　：怎样说，布朗会这样回答？

❶ 金：布朗先生，什么时候开会比较好？

❷ 金：布朗先生，我们开始今天的会议吧。

Mr. Brown

Brown：Could you tell me briefly what's on the agenda?
能简单地说一下议事日程吗？

Kim　：对布朗的问题最适当的回答是？

❶ 金：我们要商讨一下纳诺通信公司和泰康电子公司之间的合同事宜。

❷ 金：让我们先来决定会议的议事日程。

Mr. Brown

Brown：Yes, it's well understood. I'm positive we'll be able to accomplish that. 是的，我明白。我相信我们能实现这个目标。

Kim　：怎样问，布朗会这样回答？

❶ 金：我们希望通过这次与泰康电子公司的合同，我们的产品能在美国市场上占有一席之地。

❷ 金：我们打算很快签订合同以打入美国市场。

Mr. Brown

Brown：We would need to know what your market strategies will be.
我们需要知道你们的市场战略。

Kim　：对布朗的问题最适当的回答是？

❶ 金：为了打入国外市场，我们需要和当地的文化接轨的战略。

❷ 金：由于我们的目标是扩大国外市场，所以有很多不同的战略。

Mr. Brown

Brown：Initially, Mr. Kim, what level of sales will NANO be aiming for in its overseas markets? 金先生，纳诺通信公司在国外市场上的早期销售目标是怎样的？

Kim　：对布朗的问题适当的回答是？

❶ 金：在早期阶段，我们预期在国际市场上的销售量占我们总销售量的大约 20% 。

❷ 金：我们的目标是下半年起打入国外市场。

Get ready 正确答案及释义

结合情况，熟悉适当的英语表达方法。

❷ 金　：布朗先生，我们开始今天的会议吧。

Kim：Mr. Brown, are we ready to start today's meeting?

Kim：Shall we start today's meeting, Mr. Brown?

❶ 金　：我们要商讨一下纳诺通信公司和泰康电子公司之间的合同事宜。

Kim：We'll be discussing the contract between NANO and Tycon.

Kim：We'll have a discussion about the deal between NANO and Tycon.

❶ 金　：我们希望通过这次与泰康电子公司的合同，我们的产品能在美国市场上占有一席之地。

Kim：We're hoping to establish our products in the U.S. market through this contract with Tycon.

Kim：With this contract, we want to gain a good market share for our products in the U.S.

❷ 金　：由于我们的目标是扩大国外市场，所以有很多不同的战略。

Kim：They're quite diverse, as we're aiming for a number of markets outside Korea.

Kim：They vary, because we're targeting many different overseas markets.

❶ 金　：在早期阶段，我们预期国际市场上的销售量占我们总销售量的大约 20%。

Kim：Well, in the early stages, we're projecting that international markets will provide about 20% of our total sales.

Kim：We're hoping that overseas market sales make up at least 20% of our total.

下面是对话内容。听的时候尽量不要看对话文字。

Kim : Good afternoon, Mr. Brown, are we ready to start today's meeting?

Brown : Certainly. Could you tell me briefly what's on the agenda?

Kim : Yes. In today's meeting, we'll be discussing the contract between NANO and Tycon. As you already know, we're hoping to establish our products in the U.S. market through this contract with Tycon.

Brown : Yes, it's well understood. I'm positive we'll be able to accomplish that.

Kim : Let's talk about the contract regarding our new line of products, Mr. Brown.

Brown : Very good, our company is eager to help NANO gain ground in the U.S. market. At this time, we would need to know what your market strategies will be.

Kim : They're quite diverse, as we're aiming for a number of markets outside Korea. Please review this folder's contents. It contains examples of each type of advertising we're considering for the U.S.

Brown : Initially, Mr. Kim, what level of sales will NANO be aiming for in its overseas markets?

Kim : Well, in the early stages, we're projecting that international markets will provide about 20% of our total sales. Of course we're hoping to raise that percentage over time.

Brown : Then, of total overseas sales, what do you expect the U.S. share to be?

Kim : We're hoping that sales in the U.S. will make up about 30% of the international total.

Brown : We will certainly put every effort into helping you achieve that goal.

Kim : We know that you will. Now, let's discuss the contract conditions in detail, all right?

Brown : Yes, I'm fully prepared for that.

Dialog 释义

阅读对话的译文，然后再听一遍。

金　： 下午好，布朗先生，我们开始今天的会议吧。

布朗： 当然。能简单地说一下议事日程吗？

金　： 好的，今天的会议我们要商讨一下纳诺通信公司和泰康电子公司之间的合同事宜。正如你所知道的那样，我们希望通过这次与泰康电子公司的合同，我们的产品能在美国市场上占有一席之地。

布朗： 是的，我明白。相信我们能实现这个目标。

金　： 布朗先生，我们谈一下关于新产品的合同事宜吧。

布朗： 好的，我公司希望帮助纳诺通信公司确立在美国市场的地位。现在，我们需要知道你们的市场战略。

金　： 由于我们的目标是扩大国外市场，所以有很多不同的战略。请看一下这份文件的内容。里面有我们针对美国市场的不同战略的广告范例。

布朗： 金先生，纳诺通信公司在国外市场上的早期销售目标是怎样的？

金　： 在早期阶段，我们预期在国际市场上的销售量占我们总销售量的大约 20%。当然，希望这个比率能逐渐增加。

布朗： 那么，在总的国外销售量中，你们预期美国所占的比重是多少？

金　： 我们希望在美国的销售量是整个国际市场上的销售量的大约 30%。

布朗： 我们一定会尽最大努力帮助你们达成这个目标。

金　： 相信你们会的。现在我们来商讨一下合同条款的细节，好吗？

布朗： 好的，我都准备好了。

听下面的对话，选择适当的回答。

1. What is the agenda for the meeting?
   ① Development of new products.
   ② The contract between NANO and Tycon.
   ③ Marketing of new products in the U.S. market.

2. What information does the folder have?
   ① Samples of NANO's new products.
   ② NANO's marketing strategies.
   ③ Advertising examples for the U.S. market.

3. Of its total sales, how much does NANO expect from its overseas markets in the early stages?
   ① About 20% of the total sales.
   ② About 30% of the total sales.
   ③ About 40% of the total sales.

Quiz 正确答案及释义

1. [正确答案] ②

[释义] 今天会议的议事日程是纳诺通信公司和泰康电子公司之间的合同事宜。

Kim : Good afternoon, Mr. Brown, are we ready to start today's meeting?

Brown : Certainly. Could you tell me briefly what's on the agenda?

Kim : Yes. In today's meeting, we'll be discussing the contract between NANO and Tycon. As you already know, we're hoping to establish our products in the U.S. market through this contract with Tycon.

金 : 布朗先生，我们开始今天的会议吧。

布朗 : 当然。能简单地说一下议事日程吗？

金 : 好的，今天的会议我们要商讨一下纳诺通信公司和泰康电子公司之间的合同事宜。正如你所知道的那样，我们希望通过这次与泰康电子公司的合同，我们的产品能在美国市场上占有一席之地。

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2. [正确答案] ③

[释义] 根据对话，文件里有针对美国市场的不同战略的广告范例。

Kim : Let's talk about the contract regarding our new line of products, Mr. Brown.

Brown : Very good, our company is eager to help NANO gain ground in the U.S. market. At this time, we would need to know what your market strategies will be.

Kim : They're quite diverse, as we're aiming for a number of markets outside Korea. Please review this folder's contents. It contains examples of each type of advertising we're considering for the U.S.

金 : 布朗先生，我们谈一下关于新产品的合同事宜吧。

布朗 : 好的。我公司希望帮助纳诺通信公司确立在美国市场的地位。现在，我们需要知道你们的市场战略。

金 : 由于我们的目标是扩大国外市场，所以有很多不同的战略。请看一下这份文件的内容。里面有我们针对美国市场的不同战略的广告范例。

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3. [正确答案] ①

[释义] 预期早期国外市场的销售量占总销售量的比率为大约 20%。

Brown : Initially, Mr. Kim, what level of sales will NANO be aiming for in its overseas markets?

Kim : Well, in the early stages, we're projecting that international markets will provide about 20% of our total sales. Of course we're hoping to raise that percentage over time.

布朗 : 金先生，纳诺在国外市场上的早期销售目标是怎样的？

金 : 在早期阶段，我们预期国外市场的销售量占我们总销售量的大约 20%。当然，希望这个比率能逐渐增加。

开始开会吧?

▶ Mr. Brown, are we ready to start today's meeting? 布朗先生，我们开始今天的会议吧。

▶ 开始开会吧。/开始开会吧?

Shall we get started?

Can we begin the meeting now?

Now, we will begin the meeting.

I'd like to open the meeting now.

I call the meeting to order.

▶ 会议在 10 点半开始。

The meeting will begin [commence/start] at ten thirty.

= We'll start the meeting at 10:30.

= The meeting is set to begin at ten thirty.

今天的会议我们要商讨一下……

▶ We'll be discussing the contract between NANO and Tycon.

今天的会议我们要商讨一下纳诺和泰康之间的合同事宜。

▶ 今天会议的议事日程是……

The agenda for the meeting is…

= The topic(s) of discussion for the meeting is (are) …

ex. The agenda for the meeting is strategic partnerships.

今天会议的议事日程是战略上的合作关系。

▶ 今天的会议是关于……

Today's meeting will cover…

ex. Today's meeting will cover the market response of our new product.

今天的会议我们要谈一下市场对我们的新产品的反映。

▶ 今天会议的目的是……

The purpose of the meeting is to talk about…

ex. The purpose of the meeting is to talk about [discuss] our new product.

今天会议的目的是讨论新产品。

我们来谈一下……

▶ Let's talk about the contract regarding our new line of products.

我们谈一下有关新产品的合同事宜吧。

[其他和会议进行相关的表达方式]

▶ 我们接下来谈下一个议事日程。

Let's move on to the next agenda item.

Let's move on to the next issue [point of discussion] on the agenda.

主要语法

确立 / 巩固地位

▶ Our company is eager to help NANO gain ground in the U.S. market.

我公司希望帮助纳诺通信公司确立在美国市场的地位。

▶ 巩固市场地位

increase one's presence in the market

＝expand one's market presence

ex. We're looking for a local partner to help increase our presence in the U.S. market. 为了巩固在美国市场的地位，我们正在物色当地的合作伙伴。

目标是……，针对……

▶ We're aiming for a number of markets outside（of）Korea.
我们的目标是扩大国外市场。

▶ Our company always aims for zero defects. 我们公司的目标是零缺陷。

▶ Our goal is to advance into Southeast Asian markets.
我们的目标是打入东南亚市场。

▶ I set a goal of owning a restaurant. 我的目标是拥有一个餐厅。

▶ He has set his sights on going to Yale. 他的目标是进入耶鲁大学。

主要语法

预想，预期

▶ We're projecting that international markets will provide about 20% of our total sales. 我们预期国外市场上的销售量占我们总销售量的大约 20%。

▶ We're anticipating［predicting］that profits will go up a bit.
预期利润会稍有上升。

希望能……

▶ We're hoping to raise that percentage over time. 希望这个比率会逐渐增加。

▶ We're hoping for better results this quarter. 希望这个季度会有更好的成果。

主要语法

具体商讨……

▶ Let's discuss the contract conditions in detail［in more detail，in further detail］.
我们来具体商讨一下合同条款的细节吧。

ex. Let's examine this problem in further detail.
我们来研究一下这个问题的细节吧。

间接测试自己的英语表达能力。仔细读问题后选择正确的回答。

1. 对布朗的问题最适当的回答是？

Brown：Could you tell me briefly what's on the agenda?

① **Kim：** Right, we'll be adding some issues to the agenda.

② **Kim：** No, it's not brief; it's long.

③ **Kim：** Yes, in today's meeting, we'll be discussing the contract between NANO and Tycon.

2. 怎样说，布朗会这样回答？

Brown：Yes, it's well understood. I'm positive we'll be able to accomplish that.

① **Kim：** We're hoping that you understand our current situation.

② **Kim：** We're hoping to make him understand our goal.

③ **Kim：** We're hoping to establish our products in the U.S. market through this contract with Tycon.

3. 怎样说，布朗会这样回答？

Brown：Very good, our company is eager to help NANO gain ground in the U.S. market.

① **Kim：** Let's talk about the contract regarding our new line of products, Mr. Brown.

② **Kim：** Let me know what they think about the contract conditions.

③ **Kim：** Let me tell you about how they gained the contract.

4. 对布朗的话最适当的回答是？

Brown：We could need to know what your market strategies will be.

① **Kim：** They're quite diverse, as we're aiming for a number of markets outside Korea.

② **Kim：** I'll expect to hear your ideas soon.

③ **Kim：** I'm sorry, I forgot you'd already done that.

5. 对布朗的问题最适当的回答是？

Brown：Initially, Mr. Kim, what level of sales will NANO be aiming for in its overseas markets?

① **Kim：** We're not thinking of putting them on sale.

② **Kim：** We're projecting that international markets will provide about 20% of our total sales.

③ **Kim：** Yes, we'll be aiming at overseas markets.

6. 对布朗的问题最适当的回答是？

Brown：Then, of total overseas sales, what do you expect U.S. share to be?

① **Kim：** I hear they will go on sale very soon.

② **Kim：** The total order to be shipped overseas is not ready yet.

③ **Kim：** We're hoping that sales in the U.S. will make up about 30% of the international total.

7. 对布朗的话最适当的回答是？

Brown：We will certainly put every effort into helping you achieve that goal.

① **Kim：** We know that you will.

② **Kim：** We need to know when you can help us.

③ **Kim：** But they don't want any help from others.

Practice 正确答案及释义

1. [正确答案] ③ **Kim**: Yes, in today's meeting, we'll be discussing the contract between NANO and Tycon.
   [释义] 布朗：能简单地说一下议事日程吗？
   金 ：是的。我们想再补充几个议事日程。
   金 ：不是的。不简单，很长。
   金 ：好的，今天的会议我们要商讨一下纳诺通信公司和泰康电子公司之间的合同事宜。
2. [正确答案] ③ **Kim**: We're hoping toestablish our products in the U.S. market through this contract with Tycon.
   [释义] 布朗：是的，我知道。我相信我们能实现这个目标。
   金 ：我们希望你能了解我们现在的情况。
   金 ：我们希望我们能让他理解我们的目标。
   金 ：我们希望通过这次与泰康电子公司的合同，我们的产品能在美国市场上占有一席之地。
3. [正确答案] ① **Kim**: Let's talk about the contract regarding our new line of products, Mr. Brown.
   [释义] 布朗：好的。我公司希望能帮助纳诺通信公司确立在美国市场的地位。
   金 ：布朗先生，我们谈一下关于新产品的合同事宜吧。
   金 ：请谈一下他们对合同条款是怎么想的。
   金 ：我来告诉你他们是怎么签下合同的。
4. [正确答案] ① **Kim**: They're quite diverse, as we're aiming for a number of markets outside Korea.
   [释义] 布朗：现在，我们需要知道你们的市场战略。
   金 ：由于我们的目标是扩大国外市场，所以有很多不同的战略。
   金 ：我希望很快能听一下您的想法。
   金 ：对不起，我忘了你已经做了。
5. [正确答案] ② **Kim**: We're projecting that international markets will provide about 20% of our total sales.
   [释义] 布朗：金先生，纳诺通信公司在国外市场上的早期销售目标是怎样的？
   金 ：我们没有考虑销售。
   金 ：我们预期国际市场上的销售量占我们总销售量的大约 20% 。
   金 ：是的，我们的目标是国外市场。
6. [正确答案] ③ **Kim**: We're hoping that sales in the U.S. will make up about 30% of the international total.
   [释义] 布朗：那么，在总的国外销售量中，你们预期美国所占的比重是多少？
   金 ：我听说他们很快会开始产品发售。
   金 ：要船运到国外的全部订货还没有准备好。
   金 ：我们希望在美国的销售量是整个国际市场上的销售量的大约 30% 。
7. [正确答案] ① **Kim**: We know that you will.
   [释义] 布朗：我们一定会尽最大努力帮助你们达成这个目标。
   金 ：相信你们会的。
   金 ：我们需要知道你们什么时候能帮助我们。
   金 ：可是他们不想让别人帮忙。

Lesson 13

Opening a Meeting 开始会议

Review

检查今天学习的内容

整理今天学习的表达方式，结合自己的情况使用。

整理主要的表达法

我们开始今天的会议吧？

▶ Are we ready to start today's meeting?

我们要商讨一下纳诺通信公司和泰康电子公司之间的合同事宜。

▶ We'll be discussing the contract between NANO and Tycon.

希望通过这次的合同，我们的产品能在美国市场上占有一席之地。

▶ We're hoping to establish our products in the U.S. market through this contract.

我们的目标是扩大国外市场。

▶ We're aiming for a number of markets outside Korea.

整理主要的语法结构

- Our company is eager to help NANO gain ground in the U.S. market.
- We're projecting that international markets will provide about 20% of our total sales.
- Let's discuss the contract conditions in detail.

Lesson 13

Opening a Meeting 开始会议

Business Tip

英文合同书常用的表达方式

- This Agreement made and entered into this □th day of △.：本合同签署于△月□日。
- under the Law of…：根据……法
- hereinafter referred to as "Party A"：以下简称"甲方"
- in consideration of…：考虑……
- including…：包括……
- in accordance with…：根据……，依据……
- shall…：必须……
  （在合同和法律文书中主要使用 shall，而不是 must）
- promptly after…：……后立即
- be agreed upon by and between the parties：双方需达成一致
- for the purpose of this article：为本条款之目的
- without the prior written consent of…：未经……事先书面同意
- upon the terms and conditions…：根据条件……
- upon receipt of…：收到……即
- the day and date first written above：上述日期
- Neither party shall be liable to the other party for…：任何一方都不对另一方为……负有责任。
- subject to the conditions hereinafter set forth：根据以下所述条款
- The parties（hereto）agree…：经双方同意……

Go about the buyer reception

Buyer Reception Simulation

Lesson 14 商讨合同条款

Contract Terms Discussion

Contract Terms Discussion

金哲洙和布朗就具体的合同条款交换意见。

Preview

今天学习的内容

（1）协商具体的合同条款时使用的表达方式

（2）表示协议后会告知对方时使用的表达方式

主要的表达法

就此我们谈及了基本的合同目标。

请更具体地说一下好吗？

很抱歉，现在很难给你一个明确的答复。

我会和船运的负责人商量一下，看是否有可能。

主要的语法结构

I regret to say that…

We wonder if…

I'll let you know + 什么 + 时间.

今天金哲洙和 Mr. Brown 开会商讨具体的合同条款。
从下面的选项中选择 Mr. Kim 的适当回答，然后想一想用英语怎么表达。

Mr. Brown

Brown：We're satisfied with them overall. 总的来说，我们很满意。

Kim：怎样问，布朗会这样回答？

❶ 金：能说一下希望的条件吗？

❷ 金：贵公司对合同条款有什么想法？

Mr. Brown

Brown：We wonder if there's room for negotiating on pricing.
我们想知道价格方面是否有协商的余地。

Kim：对布朗的问题适当的回答是？

❶ 金：请更具体地说一下好吗？

❷ 金：你认为价格有竞争力吗？

Mr. Brown

Brown：If you will consider lowering it just a bit, then we believe that the more competitive retail price we can set will guarantee your market success.
如果你们考虑把价格再稍微降低一点，我们相信就能制定一个更有竞争力的零售价格，这样就能确保你们的产品在市场上获得成功。

Kim：对布朗的话适当的回答是？

❶ 金：请为成功打入市场而努力。

❷ 金：很抱歉，现在很难给你一个明确的答复。

Mr. Brown

Brown：Could you possibly arrange to move the shipping date up?
你们能安排一下把装船日期提前吗？

Kim：对布朗的问题适当的回答是？

❶ 金：我会和船运的负责人商量一下，看是否有可能。

❷ 金：装船日期会稍微推迟。

Mr. Brown

Brown：Thank you. I appreciate your patience and understanding about this.
谢谢你，谢谢你的耐心和理解。

Kim：怎样问，布朗会这样回答？

❶ 金：我一得到公司的答复，会立即告知你。

❷ 金：如果能告知合同协商结果，我将非常感谢。

Get ready 正确答案及释义

结合情况，熟悉适当的英语表达方法。

❷ 金　：贵公司对合同条款有什么想法？

Kim：What does Tycon think about the terms of the contract?

Kim：What is Tycon's opinion of the contract terms?

❶ 金　：请更具体地说一下好吗？

Kim：Could you please be more specific?

Kim：I would appreciate it if you'd make that clearer.

❷ 金　：很抱歉，现在很难给你一个明确的答复。

Kim：I'm sorry to say I can't give you a definite answer now.

Kim：Unfortunately, I can't answer that at this time.

❶ 金　：我会和船运的负责人商量一下，看是否有可能。

Kim：I'll discuss that with the shipping director and see if it's possible.

Kim：I'll check with our shipping director and see if we can do that.

❶ 金　：我一得到公司的答复，会立即告知你。

Kim：I'll let you know the results as soon as I get answers from my company.

Kim：I'll tell you the results right after I speak with staff in my company.

下面是对话内容。听的时候尽量不要看对话文字。

Kim : All right, we've covered the basic contract goals at this point. Now, I'd like us to go over specific conditions. So, what does Tycon think about the terms of the contract?

Brown : We're satisfied with them overall. However, I regret to say that there are some areas we need to discuss further.

Kim : I see. And what would those be?

Brown : Well, first of all, we wonder if there's room for negotiating on pricing.

Kim : Could you please be more specific?

Brown : Well, just if it's possible to set the wholesale price lower. We're talking about a reduction of approximately 3%.

Kim : Well, we're already offering what we consider to be a very fair business-to-business price.

Brown : We're well aware of that. However, if you will consider lowering it just a bit, then we believe that the more competitive retail price we can set will guarantee your market success.

Kim : I see. I'm sorry to say I can't give you a definite answer now. I'll have to discuss this with my boss. And what is the other area of concern?

Brown : Could you possibly arrange to move the shipping date up? That's to make sure we have the products distributed in time for the release date nationwide.

Kim : I'll discuss that with the shipping director and see if it's possible.

Brown : Our sales and marketing team asked if the date could be moved up 15 days.

Kim : Okay, I'll discuss these two matters with my company. It may take a few days, at least, before I have information for you.

Brown : Of course, I expected that it would.

Kim : I'll let you know the results as soon as I get answers from my company.

Brown : Thank you. I appreciate your patience and understanding about this.

Dialog 释义

阅读对话的译文，然后再听一遍。

金　： 好的，就此我们谈及了基本的合同目标。现在，我想我们谈一下具体的条款。贵公司对合同条款有什么想法？

布朗： 总的来说，我们很满意。但是，很遗憾，有些部分我们还需要进一步商讨一下。

金　： 明白了。是哪部分？

布朗： 首先，我们想知道价格方面是否有协商的余地。

金　： 请更具体地说一下好吗？

布朗： 嗯，就是想知道批发价格能否降低一些。我们是说降低大约 3% 。

金　： 我们开出的已经是很合理的企业对企业的价格了。

布朗： 这个我们知道。但是，如果你们考虑把价格再稍微降一点，我们相信就能制定一个更有竞争力的零售价格，这样就能确保你们的产品在市场上取得成功。

金　： 明白了。很抱歉，现在很难给你一个明确的答复。我需要和上级商量一下。其他重要事项呢？

布朗： 你们能安排一下把装船日期提前吗？是为了确保赶在发售日之前把产品配送到全国各地。

金　： 我会和船运的负责人商量一下，看是否有可能。

布朗： 我公司的销售和市场团队问是否可以把日期提前 15 天。

金　： 好的，我会和公司商量一下这两个事项。也许需要至少几天才能告诉你们结果。

布朗： 当然了，我理解。

金　： 我一得到公司的答复，马上就把结果告诉你。

布朗： 谢谢你。谢谢你的耐心和理解。

听下面的对话，选择适当的回答。

1. What does Tycon think about the contract terms?

① They are perfectly satisfied with them.

② They are satisfied with them but want further discussion.

③ They are not satisfied with them at all.

2. What is Mr. Brown's request of Mr. Kim's company?

① He wants it to prepare for lengthy negotiations.

② He wants it to reduce the wholesale price.

③ He wants it to lower the minimum order by 3%.

3. What does Mr. Brown want Mr. Kim to do?

① Move up the shipping date.

② Release the products earlier.

③ Delay the products distribution by 15 days.

Quiz 正确答案及释义

1. [正确答案] ②

[释义] ① 泰康电子公司对合同条款全部都很满意。

② 泰康电子公司对合同条款满意，可是希望进一步进行协商。

③ 泰康电子公司对合同条款全部都不满意。

■ **Kim** : All right, we've covered the basic contract goals at this point. Now, I'd like us to go over specific conditions. So, what does Tycon think about the terms of the contract?

Brown : We're satisfied with them overall. However, I regret to say that there are some areas we need to discuss further.

■ **金** : 好的，就此我们谈及了基本的合同目标。现在，我想我们谈一下具体的条款。贵公司对合同条款有什么想法？

布朗 : 总的来说，我们很满意。但是，很遗憾，有些部分我们还需要进一步商讨一下。

---

2. [正确答案] ②

[释义] 布朗提出的要求是降低价格。

① 希望准备做长期的协商。

② 希望降低批发价格。

③ 希望把最低订货量减少 3% 。

■ **Kim** : Could you please be more specific?

Brown : Well, just if it's possible to set the wholesale price lower. We're talking about a reduction of approximately 3% .

■ **金** : 请更具体地说一下好吗？

布朗 : 嗯，就是想知道批发价格能否降低一些。我们是说降低大约 3% 。

---

3. [正确答案] ①

[释义] 布朗要求的事项是将装船日期提前。

① 将装船日期提前。

② 将产品发售日提前。

③ 将送货日期推迟 15 天。

■ **Brown** : Could you possibly arrange to move the shipping date up? That's to make sure we have the products distributed in time for the release date nationwide.

■ **布朗** : 你们能安排一下把装船日期提前吗？是为了确保赶在发售日之前把产品配送到全国各地。

探讨……，讨论……

▶ So far, we've covered some problems and related solution.
到目前为止，我们探讨了一些问题和相应的解决办法。

▶ We've covered the basic contract goals at [to] this point.
就此我们谈及了基本的合同目标。

▶ We've dealt with a wide range of issues. 我们讨论了多种问题。
Let's go over what we've discussed so far. 我们来讨论一下目前为止我们商量过的问题。

我们来商讨一下具体的内容。

▶ I'd like us to go over specific conditions.
=Let's review specific conditions. 我们来研究一下具体的条款。

▶ 我们进入正题吧。
Let's get to the point. Let's get down to business.
* So, what is your point? 那么，你想说什么？

对……是怎么想的？

▶ What does Tycon think about the terms of the contract?
贵公司对合同条款有什么想法？
* term 1. 术语 2. 任期，期间 3. (*pl.*) 条件，条款

▶ I'd like to hear your ideas on this matter. 我想听一下您对这件事的想法。

主要语法

很遗憾，…… I regret to say that…

▶ I regret to say that there are some areas we need to discuss further.
很遗憾，有些部分我们还需要进一步商讨一下。

▶ I regret to say I can't accept your suggestion. 很遗憾，我不能接受你的建议。
I regret to say that… =I'm sorry to say that…

主要语法

我们想知道…… We wonder if…

▶ We wonder if there's room for negotiating on pricing.
我们想知道价格方面是否有协商的余地。
cf. I wonder if you remember me. 你还记得我吗？

请更具体地说一下好吗？

▶ Could you please be more specific? 请更具体地说一下好吗？
=Could you explain it in more detail? =Would you be more specific, please?
=Could you go into a little more detail?

要求降低价格时

▶ We wonder if it's possible to set the wholesale price lower.
我们想知道批发价格能否再降低一些。

[要求降低价格的其他表达方式]

▶ 能再便宜一点吗？
Could you discount it a little more? Could you down a little?
Could you give us a cheaper [better] price?

▶ 贵公司的价格对我们市场的购买者没有吸引力。
Your pricing won't attract buyers in our market.
▶ 价格比我们想象的高得多。The price is much higher than we expected.

拒绝降价要求时

▶ We're already offering what we consider to be a very fair business-to-business [distribution] price. 我们开出的已经是很合理的企业对企业的价格了。
▶ 这是我们能开出的最低的价格了。
This is the lowest price we can offer. / This is our best price.
▶ 对不起，我们不能给你更多的折扣了 / 价格不能再低了。
I'm sorry, but we can't allow [accommodate] a further [deeper] discount.
We cannot reduce our price any more.

很难给你答复。

▶ I can't make a decision at this time [right now]. 我现在不能做决定。
▶ I can't make a decision on this alone. 这件事我不能一个人做决定。
[说第二天会给答复的时候]
▶ I'll get back to you tomorrow with our answer. 我明天给你答复。
▶ I'll give you a definite answer by tomorrow. 我明天给你明确的答复。

要和（上级、公司）商量一下。

▶ I'll have to discuss this with my boss. 我要和上级商量一下。
= I'll have to check with my boss.
= I need sometime to discuss it with my boss.
▶ I'll discuss that with the shipping director and see if it's possible.
我会和船运的负责人商量一下，看是否有可能。
▶ I'll discuss this matter with my company.
我会和公司商量这件事。

提前/推迟

▶ Could you possibly arrange to move the shipping date up?
你们能安排一下把装船日期提前吗？
We've decided to move up the meeting date. 我们决定将会议日期提前。
▶ We've put the deadline off by two days. 我们把截止日期推迟了两天。
= We've put the deadline back two days.

主要语法

告诉你……

▶ I'll let you know the results as soon as I get answers from my company.
我一得到公司的答复，马上就把结果告诉你。
▶ I'll let you know later. 我回头告诉你。
▶ I'll let you know by next Friday. 我下周五之前告诉你。
▶ I'll let you know as soon as I can. 我尽快告诉你。
▶ I'll let you know the result by phone. 我会打电话告诉你结果。
* as soon as I can = as soon as possible (ASAP)

间接测试自己的英语表达能力。仔细读问题后选择正确的回答。

1. 怎样说，布朗会这样回答？

Brown：We're satisfied with them overall.

① **Kim**：Are you suggesting we should do that?

② **Kim**：Can we go over the contract?

③ **Kim**：What does Tycon think about the terms of the contract?

2. 对布朗的话最适当的回答是？

Brown：We wonder if there's room for negotiating on pricing.

① **Kim**：Could you please be more specific?

② **Kim**：I don't think we have any rooms available.

③ **Kim**：I'll go and check if they have a room.

3. 对布朗的话最适当的回答是？

Brown：However, if you will consider lowering it just a bit, then we believe that the more competitive retail price we can set will guarantee your market success.

① **Kim**：I'm sorry to say that the price is not competitive.

② **Kim**：I'm sorry to say that it failed.

③ **Kim**：I'm sorry to say I can't give you a definite answer now.

4. 对布朗的问题最适当的回答是？

Brown：Could you possibly arrange to move the shipping date up?

① **Kim**：Yes, it has been moved and now it's on the upper shelf.

② **Kim**：I'll discuss that with the shipping director and see if it's possible.

③ **Kim**：I'll go up and check if it's safe.

5. 怎样说，布朗会这样回答？

Brown：Thank you. I appreciate your patience and understanding about this.

① **Kim**：I think we have to wait much longer.

② **Kim**：I had a hard time understanding all this.

③ **Kim**：I'll let you know the results as soon as I get answers from my company.

Practice 正确答案及释义

1. [正确答案] ③ **Kim**: What does Tycon think about the terms of the contract?
[释义] 布朗：总的来说，我们很满意。
金 ：你是在建议我们做吗？
金 ：再检查一下合同好吗？
金 ：贵公司对合同条款有什么想法？

2. [正确答案] ① **Kim**: Could you please be more specific?
[释义] 布朗：我们想知道价格部分是否有协商的余地。
金 ：请再具体地说一下好吗？
金 ：我想我们没有可用的房间。
金 ：我去看一下他们有没有房间。

3. [正确答案] ③ I'm sorry to say I can't give you a definite answer now.
[释义] 布朗：但是，如果价格能再降低一点，就能制定一个很有竞争力的零售价格，这样就能确保你们的产品在市场上取得成功。
金 ：对不起，价格没有竞争力。
金 ：很遗憾，那件事情失败了。
金 ：很抱歉，现在很难给你一个明确的答复。

4. [正确答案] ② **Kim**: I'll discuss that with the shipping director and see if it's possible.
[释义] 布朗：你们能安排一下把装船日期提前吗？
金 ：是的，已经把它挪到上面的架子上了。
金 ：我会和船运的负责人商量一下，看是否有可能。
金 ：我上去看一下是否安全。

5. [正确答案] ③ **Kim**: I'll let you know the results as soon as I get answers from my company.
[释义] 布朗：谢谢。谢谢你的耐心和理解。
金 ：我们要再等一段时间。
金 ：理解所有这一切对我来说很难。
金 ：我一得到公司的答复，马上就把结果告诉你。

Lesson 14

Contract Terms Discussion 商讨合同条款

Review

检查今天学习的内容

整理今天学习的表达方式，结合自己的情况使用

整理主要的表达法

就此我们谈及了基本的合同目标。

▶ We've covered the basic contract goals at this point.

请更具体地说一下好吗？

▶ Could you please be more specific?

很抱歉，现在很难给你一个明确的答复。

▶ I'm sorry to say I can't give you a definite answer now.

我会和船运的负责人商量一下，看是否有可能。

▶ I'll discuss that with the shipping director and see if it's possible.

整理主要的语法结构

- I regret to say that there are some areas we need to discuss further.
- We wonder if there's room for negotiating on pricing.
- I'll let you know the results as soon as I get answers from my company.

Memo

Go about the buyer reception

Buyer Reception Simulation

Lesson 15　与客户一起用餐

Dining and Drinking

Dining and Drinking

金哲洙和布朗一起用餐。仔细听两人的对话，来了解一下介绍韩国的饮酒文化时都会用到哪些表达方式吧！

Preview

今天学习的内容

（1）介绍韩国的酒时用的表达方式

（2）介绍韩国的饮酒文化时用的表达方式

主要的表达法

要看情况而定，大多数人喜欢喝啤酒或者烧酒。

我们在餐桌上烤各种肉吃。

来，我来给你倒一杯烧酒。

你可以用生菜包着吃，像这样。

主要的语法结构

I'd recommend…

Let's toast to…

That varies depending on…

今天金哲洙和布朗一起一边用餐，一边谈有关韩国的酒和饮酒文化。
选择 **Mr. Kim** 的适当回答，然后想一想用英语怎样表达。

Mr. Brown

Brown：So, tell me about the types of alcohol and liquor that Koreans like.
那，请告诉我韩国人喜欢喝什么酒。

Kim：对布朗的话，我的回答是？

❶ 金：根据情况会有所不同，但是大多数人喜欢喝啤酒或者烧酒。

❷ 金：可以说韩国人很喜欢喝酒。

Mr. Brown

Brown：Can you tell me what kind of alcohol that is?
能告诉我烧酒是什么样的酒吗？

Kim：对布朗的问题适当的回答是？

❶ 金：我比较喜欢烧酒。

❷ 金：烧酒是用大米和其他的谷类混合制作成的。

Mr. Brown

Brown：The samgyupsal meat looks like bacon, and you cook it at the table?
五花肉看起来就像培根，是这样在餐桌上烤着吃吗？

Kim：对布朗的问题适当的回答是？

❶ 金：是的，我们在餐桌上烤各种肉吃。

❷ 金：五花肉是最受欢迎的下酒菜。

Mr. Brown

Brown：Thank you. Well, let's toast to the success of our companies.
谢谢。那么，为我们公司的成功干杯。

Kim：怎样说，布朗会这样回答？

❶ 金：来，我来给你倒一杯烧酒。

❷ 金：来，干杯！

Mr. Brown

Brown：I was wondering, is it usual in Korea to eat something when drinking?
我想知道，在韩国喝酒的时候通常就着东西吗？

Kim：对布朗的问题最适当的回答是？

❶ 金：下酒菜和酒一起点就行了。

❷ 金：大多数人喝酒的时候就着下酒菜。

Get ready 正确答案及释义

结合情况，熟悉适当的英语表达方法。

❶ 金　：根据情况会有所不同，但是大多数人喜欢喝啤酒或者烧酒。

Kim：That depends, but people mostly enjoy beer or soju.

Kim：That varies. However, many people like to drink beer or soju.

❷ 金　：烧酒是用大米和其他的谷类混合起来制作成的。

Kim：Soju is derived from a mix of rice and other grains.

Kim：Soju is an alcohol made with rice and other grains.

❶ 金　：是的，我们在餐桌上烤各种肉吃。

Kim：Yes, we grill many types of meat at the table.

Kim：Right, we cook lots of different meats at the table like this.

❶ 金　：来，我来给你倒一杯烧酒。

Kim：Here, let me pour some soju for you.

Kim：Now, allow me to pour some soju for you.

❷ 金　：大多数人喝酒时就着下酒菜。

Kim：Most people prefer to have some anju when they drink.

Kim：Many people like to have a bit of anju while drinking.

下面是对话内容。听的时候尽量不要看对话文字。

Brown : So, tell me about the types of alcohol and liquor that Koreans like.
Kim : That depends, but people mostly enjoy beer or soju.
Brown : Soju? Can you tell me what kind of alcohol that is?
Kim : Soju is derived from a mix of rice and other grains. Some people find it pretty strong. Actually, why don't you try some with dinner?
Brown : Sure, why not?
Kim : Then I'd recommend we have samgyupsal for our meal. That dish goes really well with soju.

Brown : The samgyupsal meat looks like bacon, and you cook it at the table? It's rather like barbequing.
Kim : Yes, we grill many types of meat at the table.
Brown : I see. I want to give a few of the other choices a try sometime, then.
Kim : Here, let me pour some soju for you.
Brown : Thank you. Well, let's toast to the success of our companies.

Brown : So, how do I start once the meat is cooked?
Kim : That varies depending on what you like. You can have it alone, or you can dip it in this sauce, or you can wrap it in lettuce, like this. When you wrap it in lettuce, you can add whatever you like from the small dishes on the table as well.
Brown : I see. And, I was wondering, is it usual in Korea to eat something when drinking?
Kim : Yes, and whatever is eaten is called "anju". Most people prefer to have some anju when they drink.
Brown : Is that right? That's not exactly how it's done in my country. This is quite interesting to learn.

(After lunch)
Brown : I really enjoyed having dinner together. The soju was much stronger than I expected.
Kim : Yes, as I said, it's that way for some people. Well, I guess it's about time we hit the road.

Dialog 释义

阅读对话的译文，然后再听一遍。

布朗：那么，请告诉我韩国人喜欢喝什么酒。

**金　**：要看情况而定，但是大多数人喜欢喝啤酒或者烧酒。

布朗：烧酒？能告诉我是什么样的酒吗？

**金　**：烧酒是用大米和其他的谷类混合制作成的。有人觉得它很烈。晚餐时品尝一下怎么样？

布朗：好的，为什么不呢？

**金　**：那么我推荐吃五花肉。配着烧酒一起吃很合适。

布朗：五花肉看起来就像培根，是这样在餐桌上烤着吃吗？很像烤肉宴。

**金　**：是的，我们在餐桌上烤各种肉吃。

布朗：明白了。那么下次我也想多尝尝其他的肉类。

**金　**：来，我来给你倒一杯烧酒。

布朗：谢谢。那么，为我们公司的成功干杯。

布朗：肉烤熟的话，该怎么吃呢？

**金　**：根据个人喜好而不同。你可以直接吃，也可以蘸着酱料吃，也可以用生菜包着吃，像这样。用生菜包的时候，你也可以往里面添加小碟子里你喜欢的任何东西。

布朗：明白了。我想知道，在韩国喝酒的时候通常就着东西吗？

**金　**：是的，一起吃的东西叫“下酒菜”。大多数人喝酒的时候喜欢就着下酒菜。

布朗：是吗？和我们国家不一样。挺有意思的。

（用餐后）

布朗：晚餐吃得很好。烧酒比我想象的更烈啊。

**金　**：是的，就像刚才我说的，对有些人来说会比较烈。那么，我们走吧。

听下面的对话，选择适当的回答。

1. According to the dialog, what kind of liquor do most Koreans like?
   ① Beer.
   ② Beer and soju.
   ③ Strong liquor.

2. Which of the following is true?
   ① The smagyupsal meat tastes like bacon to Mr. Brown.
   ② Mr. Brown does not usually cook meat at a table.
   ③ Mr. Brown wants to try other types of meat now.

3. What does Mr. Brown think about the soju?
   ① It is much stronger than he expected.
   ② It is not stronger than he expected.
   ③ It is much milder than he expected.

Quiz 正确答案及释义

1. [正确答案] ②

[释义] 根据对话，大多数韩国人喜欢的酒是啤酒和烧酒。

Brown：So, tell me about the types of alcohol and liquor that Koreans like.

Kim：That depends, but people mostly enjoy beer or soju.

Brown：Soju? Can you tell me what kind of alcohol that is?

布朗：那么，请告诉我韩国人喜欢喝什么酒。

金：要看情况而定，但是大多数人喜欢喝啤酒或者烧酒。

布朗：烧酒？能告诉我是什么样的酒吗？

---

2. [正确答案] ②

[释义] ① 布朗说看起来像培根，没有说味道像培根。根据对话，布朗说下次也想尝尝其他的肉类，所以③是错误的。

Brown：The samgyupsal meat looks like bacon, and you cook it at the table? It's rather like barbequing.

Kim：Yes, we grill many types of meat at the table.

Brown：I see. I want to give a few of the other choices a try sometime, then.

布朗：五花肉看起来就像培根，是这样在餐桌上烤着吃吗？很像烤肉宴。

金：是的，我们在餐桌上烤各种肉吃。

布朗：是吗。那么下次我也想多尝尝其他的肉类。

---

3. [正确答案] ①

[释义] 因为烧酒比想象的烈，所以正确答案是①。mild 温和的，淡的。

Brown：I really enjoyed having dinner together. The soju was much stronger than I expected.

Kim：Yes, as I said, it's that way for some people. Well, I guess it's about time we hit the road.

布朗：晚餐吃得很好。烧酒比我想象的更烈啊。

金：是的，就像刚才我说的，对有些人来说会比较烈。那么，我们走吧。

喜欢喝烧酒。

▶ That depends, but people mostly enjoy beer or soju.
要看情况而定，但是大多数人喜欢喝啤酒或者烧酒。

▶ that depends 要看情况而定，视情况而定
That depends on the person. 因人而异。
That depends on the place. 随着地点而不同。

▶ 韩国人喜欢喝烧酒。
It's very common for Koreans to drink soju.
Koreans enjoy drinking soju very much.

介绍烧酒时

▶ Soju is derived from a mix of rice and other grains.
= Soju is made with rice and other grains.
烧酒是用大米和其他谷类混合制作成的。
It's derived from rice and it's pretty strong.
= It's made from rice and it tastes quite strong.
是用大米做的酒，很烈。

提议喝酒时

▶ Why don't you try some (soju) with dinner?
= Would you like to try some (soju) with dinner?
吃晚餐时品尝一下（烧酒）怎么样？

[补充提议喝酒时的表达方式]

▶ Why don't we go for a drink afterwards? 一会儿我们去喝一杯好吗？

▶ 喝一杯好吗？
Would you like to have a drink?
Would you care for a drink?

主要语法

推荐食物时

▶ I'd recommend we have samgyupsal for our meal.
我们吃五花肉吧。

▶ I recommend the samgyetang. 吃参鸡汤吧。

和……很相配 go well with = mix [fix] well with

▶ That dish goes really well with soju. 这道菜配着烧酒一起吃很合适。
cf. That tie goes well with your suit. 领带和你的西装很相配。

肉直接烤着吃。

▶ We grill many types of meat at the table.
我们在餐桌上烤各种肉吃。

▶ There's a grill attached to the table, and we grill the meat ourselves.
餐桌上有烤肉架，我们自己在上面烤肉吃。

喝一杯吧。

▶ Let me pour some soju for you. 我来给你倒一杯烧酒。
Let me pour you a drink.
Let me pour you a glass.
Let me pour you a shot.

▶ 我来给你倒一杯果汁 / 可乐。Let me pour you some juice / coke.

主要语法

干杯。

▶ Cheers! 干杯!
Bottoms up! 干杯!
Let's toast! 干杯!
Let's make a toast. 干杯。
To your health! 为了你的健康干杯!

▶ Let's toast to the success of our companies. 为我们公司的成功干杯。

介绍吃肉的方法时

▶ You can have it alone, or you can dip it in this sauce, or you can wrap it in lettuce, like this. 你可以直接吃，也可以蘸着酱料吃，也可以用生菜包着吃，像这样。
You dip it in soy sauce. 你可以蘸着酱油吃。
Wrap it in lettuce and then eat it. 用生菜包着吃。

晚餐吃得很好。

▶ I really enjoyed having dinner together. 晚餐吃得很好。

▶ I've really enjoyed the dinner. 晚餐吃得很好。
Thank you for the wonderful dinner. 谢谢，晚餐很好。

我们走吧。

▶ I guess it's about time we hit the road. 那我们走吧。

▶ It's time for us to go. 我们该走了。

间接测试自己的英语表达能力。仔细读问题后选择正确的回答。

1. 对布朗的问题最适当的回答是？

Brown：So，tell me about the types of alcohol and liquor that Koreans like.

① **Kim：** Yes，Koreans like to drink different types of alcohol.

② **Kim：** Yes，there's a shop near here where we can get them.

③ **Kim：** That depends，but people mostly enjoy beer or soju.

2. 对布朗的问题最适当的回答是？

Brown：Can you tell me what kind of alcohol that is?

① **Kim：** They didn't want to tell me，so I don't know.

② **Kim：** Soju is derived from a mix of rice and other grains.

③ **Kim：** It's not the same kind of alcohol.

3. 对布朗的问题最适当的回答是？

Brown：The samgyupsal meat looks like bacon，and you cook it at the table?

① **Kim：** Yes，we grill many types of meat at the table.

② **Kim：** Yes，you can begin eating now.

③ **Kim：** Yes，this type of meat is good with this sauce.

4. 怎样说，布朗会这样回答？

Brown：Thank you. Well，let's toast to the success of our companies.

① **Kim：** Here，let me pour some soju for you.

② **Kim：** Let me make a phone call and I'll be right back.

③ **Kim：** Enjoy your coffee and let me do the cleaning up.

5. 对布朗的问题最适当的回答是？

Brown：So，how do I start once the meat is cooked?

① **Kim：** You have to start cooking it now.

② **Kim：** You can wrap it in lettuce，like this.

③ **Kim：** It's ready to eat now. You don't need to cook it.

6. 对布朗的问题最适当的回答是？

Brown：I was wondering，is it usual in Korea to eat something when drinking?

① **Kim：** People like going to two or three places when drinking.

② **Kim：** Yes，it's quite usual to have dinner before some drinks.

③ **Kim：** Most people prefer to have some anju when they drink.

Practice 正确答案及释义

1. [正确答案] ③ **Kim**: That depends, but people mostly enjoy beer or soju.
[释义] 布朗：那么，请告诉我韩国人喜欢喝什么酒。
金 ：是的，韩国人喜欢喝各种酒。
金 ：是的，附近有能买到它们的商店。
金 ：要看情况而定，但是大多数人喜欢喝啤酒或者烧酒。

2. [正确答案] ② **Kim**: Soju is derived from a mix of rice and other grains.
[释义] 布朗：能告诉我烧酒是什么样的酒吗？
金 ：他们没打算跟我说，所以我不知道。
金 ：烧酒是用大米和其他的谷类混合制作成的。
金 ：不是同一种酒。

3. [正确答案] ① **Kim**: Yes, we grill many types of meat at the table.
[释义] 布朗：五花肉看起来就像培根，是这样在餐桌上烤着吃吗？
金 ：是的，我们在餐桌上烤各种肉吃。
金 ：是的，现在可以吃了。
金 ：是的，这种肉配着调料吃很好吃。

4. [正确答案] ① **Kim**: Here, let me pour some soju for you.
[释义] 布朗：谢谢。那么，为我们公司的成功干杯。
金 ：来，我来给你倒一杯烧酒。
金 ：我打个电话马上回来。
金 ：请喝咖啡吧，我来收拾。

5. [正确答案] ② **Kim**: You can wrap it in lettuce, like this.
[释义] 布朗：肉烤熟的话，该怎么吃呢？
金 ：现在该开始做饭了。
金 ：你可以用生菜包着吃，像这样。
金 ：现在就可以吃。不需要烹调。

6. [正确答案] ③ **Kim**: Most people prefer to have some anju when they drink.
[释义] 布朗：我想知道，在韩国喝酒的时候通常就着东西吗？
金 ：人们在喝酒的时候喜欢去两三个不同的地方喝。
金 ：是的，通常在晚饭之后喝酒。
金 ：大多数人喝酒的时候喜欢就着下酒菜。

Lesson 15

Dining and Drinking 与客户一起用餐

Review

检查今天学习的内容

整理今天学习的内容，结合自己的情况使用

整理主要的表达法

要看情况而定，大多数人喜欢喝啤酒或者烧酒。

▶ That depends, but people mostly enjoy beer or soju.

我们在餐桌上烤各种肉吃。

▶ We grill many types of meat at the table.

来，我来给你倒一杯烧酒。

▶ Here, let me pour some soju for you.

你可以用生菜包着吃，像这样。

▶ You can wrap it in lettuce, like this.

整理主要的语法结构

- I'd recommend we have samgyupsal for our meal.
- Let's toast to the success of our companies.
- That varies depending on what you like.

Lesson 15

Dining and Drinking 与客户一起用餐

Culture Tip

商务礼仪 6 个注意事项

1. 举止要有风度

努力对客户、同事和上级一视同仁。特别要注意，不要给对方留下差别对待的印象。

2. 使用语言要有节制

语言会表现出一个人的人格。不要用过分的、无礼的语言给对方造成负面的影响，要用肯定的语言激励和称赞对方。

3. 严格守时

聚会、见面不要迟到。要恪守以下原则 —— 一定要提前 5 分钟达到会场，对每件事情都要做好充分的准备。

4. 关怀

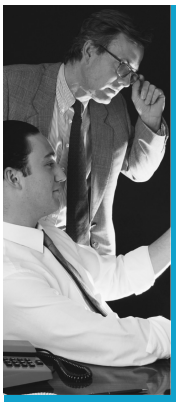
不要给人留下过分的个人主义的印象。“关怀”是人人都应该具备的美德。在同事需要帮助的时候要伸出援手。

5. 遵守着装规范

从一个人的着装能看出这个人的很多方面。即使没有明确的着装标准（dress code），也要培养自己的辨别能力，要能根据时间、场合以及活动内容相应地、合适地着装。

6. 积极进取，勇于挑战

用你的热情去感染别人。成为别人心目中积极进取、勇于挑战的人。



Go about the buyer reception

Buyer Reception Simulation

Lesson 16 达成协议

Reaching Agreement

Reaching Agreement

金哲洙和布朗就上次会议未能达成的事项重新进行商议。在说明有要求的提案，或者说明公司的立场的时候，使用怎样的表达方式呢？

Preview

今天学习的内容

（1）就对方的提议说明公司的立场的时候使用的表达方式

（2）修改合同条款的时候使用的表达方式

主要的表达法

我们决定按照你们所希望的降低 3% 。

我们希望利润按照 2:8 进行分配。

我们确定可以提前一周。

在营销方面如果还有什么我们能提供帮助的，请告诉我们。

主要的语法结构

I have some information regarding…

Let me begin with…

We’ve come to the conclusion that…

今天金哲洙就对方的提议给予答复，双方达成协议。选择 **Mr. Kim** 的适当回答，想一想用英语怎样表达。

Brown：I do apologize if we asked for too much.
如果我们的要求有些过分，我很抱歉。

Kim：怎样说，布朗会这样回答？

❶ 金：我和公司的同事们就这些问题进行了商讨。

❷ 金：我们很难接受这个要求。

Brown：Oh, I'm so glad to hear that, thank you.
哦，很高兴听到这个消息。谢谢你。

Kim：怎样说，布朗会这样回答？

❶ 金：希望我们把价格降低多少呢？

❷ 金：我们决定按照你们所希望的降低 3% 。

Brown：So that would be Tycon receiving 80% , and NANO receiving 20% .
那就是说，纳诺通信公司拿 20% ，泰康电子公司拿 80% 。

Kim：怎样说，布朗会这样回答？

❶ 金：我们希望利润按照 2:8 进行分配。

❷ 金：希望利润怎样分配？

Brown：Oh, even a week would be good. Now we'll be certain to meet the scheduled launch date for the product promotion.
噢，提前一周也是好的。那么我们就一定能赶上日程安排好的产品发售日，为产品进行推广。

Kim：怎样说，布朗会这样回答？

❶ 金：我们会按照产品上市的时间装船的。

❷ 金：从现在的生产速度来看，我们确定可以提前一周。

Brown：Thanks very much for the offer.
谢谢你的提议。

Kim：怎样说，布朗会这样回答？

❶ 金：在营销方面如果还有什么我们能提供帮助的，请告诉我们。

❷ 金：在宣传方面需要我们提供哪些支援？

Get ready 正确答案及释义

结合情况，熟悉适当的英语表达方法。

❶ 金　：我和公司的同事们就这些问题进行了商讨。

Kim：I've gone over the matters with staff here.

Kim：I've discussed the matters with people in my company.

❷ 金　：我们决定按照你们所希望的降低 3%。

Kim：We decided to lower it by 3%, as you wanted.

Kim：We decided to approve a 3% decrease, as you requested.

❶ 金　：我们希望利润按照 2:8 进行分配。

Kim：We'd like to have the profits divided on an 80/20 basis.

Kim：We wonder if it's possible to share the profits on an 80/20 basis.

❷ 金　：从现在的生产速度来看，可以提前一周。

Kim：Judging from our current production rate, we can move it up by a week for sure.

Kim：Considering our current manufacturing rate, it can definitely be advanced by a week.

❶ 金　：在营销方面如果还有什么我们能提供帮助的，请告诉我们。

Kim：Please let me know if there is anything else we can help with about the marketing.

Kim：If there is any other marketing assistance we can give, please don't hesitate to tell me.

下面是对话内容。听的时候尽量不要看对话文字。

Kim : Mr. Brown, I have some information regarding the two contract conditions you wanted to know about.

Brown : So, you've had enough time to discuss them?

Kim : Yes, I've gone over the matters with staff here, about whether we could change some contract terms, as you asked.

Brown : I do apologize if we asked for too much. However, I also hope you've brought me some good news.

Kim : Let me begin with the wholesale pricing. Since it's our first time doing official business together, we decided to lower it by 3%, as you wanted.

Brown : Oh, I'm so glad to hear that. Thank you.

Kim : That change brings a request of our own. If the U.S. sales exceed the set goal by 30%, then we'd like to have the profits divided on an 80/20 basis.

Brown : So that would be Tycon receiving 80%, and NANO receiving 20%. I believe that can be agreed to. I'll contact the U.S. headquarters right away.

Kim : Now, as to the shipping date, we've come to the conclusion that it won't be possible to move it up by 15 days.

Brown : Well, that's regrettable, but understandable.

Kim : However, judging from our current production rate, we can move it up by a week for sure.

Brown : Oh, even a week would be good. Now we'll be certain to meet the scheduled launch date for the product promotion.

Kim : I'm glad that's resolved, then. Please let me know if there is anything else we can help with about the marketing.

Brown : Thanks very much for the offer.

Kim : Well, I believe we've settled everything of concern. We will rewrite the contract to include these changes. And I believe we can finally sign it at our next meeting.

Brown : Yes, I believe so, too. I'm really looking forward to signing off on the final agreement. And thank you again for everything.

Dialog 释义

阅读对话的译文，然后再听一遍。

金　： 布朗先生，关于上次会议时你想知道的两项合同条款，我可以给你答复了。

布朗： 那么，你们充分商议过了吗？

金　： 是的，就你方提出的是否我们可以更改合同条款的事宜，我和同事们商量过了。

布朗： 如果我们的要求有些过分，我很抱歉。可是，我也希望你带来了好消息。

金　： 首先，我来说一下价格。因为这是我们第一次正式合作，我们决定按照你们所希望的降低 3% 。

布朗： 哦，很高兴听到这个消息。谢谢。

金　： 可是，作为更改合同的条件，我们也有一个要求。如果在美国的销售额超过既定目标 30% ，我们希望利润按照 2:8 进行分配。

布朗： 那就是说，泰康电子公司拿 80% ，纳诺通信公司拿 20% 。我想是可以的。我马上联系美国的总公司。

金　： 现在，关于装船日期，我们的结论是提前 15 天是不可能的。

布朗： 很遗憾，但是可以理解。

金　： 但是，从现在的生产速度来看，我们确定可以提前一周。

布朗： 噢，提前一周也是好的。那么我们就一定能赶上日程安排好的产品发售日，为产品进行推广。

金　： 很高兴这个问题得到解决了。在营销方面如果还有什么我们能提供帮助的，请告诉我们。

布朗： 谢谢你的好意。

金　： 那么，重要问题都解决了。我们重新草拟一下合同，把这些变更写进去。相信下次会议时我们就能最终签订合同了。

布朗： 是的，我也相信是如此。非常期待签订最终的合同。再次感谢你的一切努力。

听下面的对话，选择适当的回答。

1. Why did NANO decide to lower the price?
   ① Because it is the first contract between the two companies.
   ② Because the U.S. market is the biggest one for NANO.
   ③ Because Tycon placed a large order.

2. According to the dialog, what is true?
   ① The U.S. sales exceeded the set goal by 30%.
   ② NANO and Tycon may arrange a division of profits.
   ③ NANO wants to receive 80% of the profits.

3. By how many days will the shipping date be moved up?
   ① 7.
   ② 15.
   ③ 30.

Quiz 正确答案及释义

1. [正确答案] ①

[释义] 根据对话，降低价格是因为这是第一次正式合作。

Kim : Let me begin with the wholesale pricing. Since it's our first time doing official business together, we decided to lower it by 3%, as you wanted.

Brown : Oh, I'm so glad to hear that. Thank you.

金 : 首先，我来说一下价格。因为这是我们第一次正式合作，我们决定按照你们所希望的降低3%。

布朗 : 哦，很高兴听到这个消息。谢谢。

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2. [正确答案] ②

[释义] 根据对话，如果利润超过30%，提议按照纳诺通信公司2、泰康电子公司8的比率进行分配。

Kim : If the U.S. sales exceed the set goal by 30%, then we'd like to have the profits divided on an 80/20 basis.

Brown : So that would be Tycon receiving 80%, and NANO receiving 20%. I believe that can be agreed to. I'll contact the U.S. headquarters right away.

金 : 可是，作为更改合同的条件，我们也有一个要求。如果在美国的销售额超过既定目标30%，我们希望利润按照2:8进行分配。

布朗 : 那就是说，泰康电子公司拿80%，纳诺通信公司拿20%。我想是可以的。我马上联系美国的总公司。

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3. [正确答案] ①

[释义] 提的问题是装船日期可以提前几天。对话中说到按照现在的生产速度，可以提前一周。

Kim : Now, as to the shipping date, we've come to the conclusion that it won't be possible to move it up by 15 days.

Brown : Well, that's regrettable, but understandable.

Kim : However, judging from our current production rate, we can move it up by a week for sure.

金 : 现在，关于装船日期，我们的结论是提前15天是不可能的。

布朗 : 很遗憾，但是可以理解。

金 : 但是，从现在的生产速度来看，我们确定可以提前一周。

主要语法

关于……我可以给予你答复了。

▶ I have some information regarding［about］the two contract conditions you wanted to know about. 关于上次会议时你想知道的两项合同条款，我可以给你答复了。

和……进行了商讨。（告知商讨结果时）

▶ I've gone over the matters with staff here. 我和公司的同事就这些问题进行了商谈。
＊go over = discuss，talk about，（examine，check…）

主要语法

首先，我……

▶ Let me begin with the wholesale pricing. 首先，我说一下价格。

▶ I'm going to begin/start with…/ I'm going to start talking about
To begin with，I want to talk about…

因为……降低价格……

▶ Since it's our first time doing official business together，we decided to lower it by 3%，as you wanted. 因为这是我们第一次正式合作，我们决定按照你们所希望的降低3%。

▶ 降低（价格）

We'll give you 3% discount.　　We'll lower the price by 3%.
We'll go down by 3%.　　我们给你们降低价格的3%。

▶ 说明降价原因

because this is an intial order 因为这是第一次订货
considering our long-standing（business）relationship［partnership］
考虑到我们的长期合作关系

我们也有要求的事项。

▶ But that change brings a request of our own.
可是，作为更改合同的条件，我们也有一个要求。

▶ There is something we want to ask you，too.
We have a request for you，as well.

如果超过销售目标，利润要分成

▶ If the U.S. sales exceed the set goal by 30%，then we'd like to have the profits divided on an 80/20［eighty/twenty］basis.
如果在美国的销售额超过既定目标30%，我们希望利润能按照2:8进行分配。
＊exceed = surpass 超过

▶ We'd like to have the profits divided.

▶ 我修车了。
I cut my hair. (×) I had my hair cut. (○)
▶ 我修车了。
I had my car repaired. (含有请修理工修了车之意)
I fixed/repaired my car. (含有自己亲自修车之意)
▶ Please have your work done before noon. 请在中午之前把工作完成。
▶ on a…basis 按……，每……
He gets paid on a monthly [weekly] basis. 他领月薪 [周薪]。/他按月 [周] 领薪水。

主要语法

得出……的结论

▶ As to the shipping date, we've come to the conclusion that it won't be possible to move it up by 15 days.
关于装船日期，我们的结论是提前 15 天是不可能的。
* as to/for 至于……，关于…… as for me 至于我，对我来说
I'm curious (as to) whether he'll come or not. 我非常好奇他来不来。
▶ 把日期等提前 move up the date / advance the date

从……判断，由……来看

▶ Judging from our current production rate, we can move it up by a week for sure.
从现在的生产速度来看，我们确定可以提前一周。
* judge from 从……判断，由……来看
Judging from her accent, she is a foreigner. 从她的口音来看，她是个外国人。

提供帮助时

▶ Please let me know if there is anything else we can help with about the marketing.
在营销方面如果还有什么我们能提供帮助的，请告诉我们。
▶ 如果有什么我们能帮得上忙的，请告诉我们。
Please let me know if we can be of assistance [help].
Is there anything we can help you with?
If there's anything we can do, let me know.

与合同有关的表达方式

▶ We will rewrite the contract to include these changes.
我们重新草拟一下合同，把这些变更写进去。

[与合同有关的其他的表达方式]

▶ 我们来准备合同的草稿。We'll prepare the draft of the contract.
草拟合同 write [draw] up a contract [an agreement]
修改合同 revise a contract [an agreement]

签订合同

▶ I believe we can finally sign it at our next meeting.
相信下次会议的时候我们可以最终签订合同。
▶ Could [May, Can] I have your autograph? 能给我签名吗？
cf. 著名的演艺界人士、运动员的签名 autograph

间接测试自己的英语表达能力。仔细读问题后选择正确的回答。

1. 怎样说，布朗会这样回答？

Brown：I do apologize if we asked for too much.

① **Kim：** I don't want to go over there.

② **Kim：** I think they were asking too much for it.

③ **Kim：** I've gone over the matters with staff here.

2. 怎样说，布朗会这样回答？

Brown：Oh，I'm so glad to hear that，thank you.

① **Kim：** We need to discuss paying less than what you asked.

② **Kim：** We decided to lower it by 3% , as you wanted.

③ **Kim：** We decided to accept their offer instead.

3. 怎样说，布朗会这样回答？

Brown：So that would be Tycon receiving 80%，and NANO receiving 20% .

① **Kim：** We'd like to have the profits divided on an 80/20 basis.

② **Kim：** We also need them delivered as soon as possible.

③ **Kim：** They said they would send them very soon.

4. 怎样说，布朗会这样回答？

Brown：Well，that's regrettable，but understandable.

① **Kim：** Now，can we move on to the next agenda item?

② **Kim：** Give it to me now. I have to move it up on the shelf.

③ **Kim：** Now，as to the shipping date，we've come to the conclusion that it won't be possible to move it up by 15 days.

5. 怎样说，布朗会这样回答？

Brown：Oh，even a week would be good. Now we'll be certain to meet the scheduled launch date for the product promotion.

① **Kim：** We concluded that it might take a week to move it.

② **Kim：** We have only a week to decide.

③ **Kim：** Judging from our current production rate，we can move it up by a week for sure.

6. 怎样说，布朗会这样回答？

Brown：Thanks very much for the offer.

① **Kim：** Please let me know if there is anything else we can help with about the marketing.

② **Kim：** Please let me know if you have the date.

③ **Kim：** Let's buy it in that shop. They're offering a low price.

Practice 正确答案及释义

1. [正确答案] ③ **Kim**: I've gone over the matters with staff here.
[释义] 布朗：如果我们的要求有点过分，很抱歉。
金　：我不想去那边。
金　：我认为他们的要求很过分。
金　：我和公司的同事就这些问题进行了商讨。

2. [正确答案] ② **Kim**: We decided to lower it by 3% , as you wanted.
[释义] 布朗：哦，很高兴听到这个消息。谢谢。
金　：比要求的支付得少，我们需要商量一下。
金　：我们决定按照你们所希望的降低 3% 。
金　：我们决定接受他们的提议。

3. [正确答案] ① **Kim**: We'd like to have the profits divided on an 80/20 basis.
[释义] 布朗：那就是说，泰康电子公司拿 80% ，纳诺通信公司拿 20% 。
金　：我们希望利润按照 2:8 来分配。
金　：我们还需要他们尽快送货。
金　：他们说很快就会送货。

4. [正确答案] ③ **Kim**: Now, as to the shipping date, we've come to the conclusion that it won't be possible to move it up by 15 days.
[释义] 布朗：很遗憾，但是可以理解。
金　：现在我们可以谈下一个议事日程吗？
金　：把它递给我。我要把它挪到架子上面。
金　：现在，关于装船日期，我们的结论是提前 15 天是不可能的。

5. [正确答案] ③ **Kim**: Judging from our current production rate, we can move it up by a week for sure.
[释义] 布朗：噢，提前一周也是好的。那么我们就一定能赶上日程安排好的产品发售日，为产品进行推广。
金　：我们的结论是搬迁需要大概一周。
金　：我们只有一周的时间来决定。
金　：从现在的生产速度来看，我们确定可以提前一周。

6. [正确答案] ① **Kim**: Please let me know if there is anything else we can help with about the marketing.
[释义] 布朗：谢谢你的好意。
金　：在营销方面如果还有什么我们能提供帮助的，请告诉我们。
金　：如果知道日期，请告诉我们。
金　：我们到那家店买吧，他们卖得很便宜。

Lesson 16

Reaching Agreement 达成协议

Review

检查今天学习的内容

整理今天学习的表达方式，结合自己的情况使用。

整理主要的表达法

我们决定按照你们所希望的降低 3% 。

▶ We decided to lower it by 3% as you wanted.

我们希望利润按照 2:8 进行分配。

▶ We'd like to have the profits divided on an 80/20 [eighty/twenty] basis.

我们确定可以提前一周。

▶ We can move it up by a week for sure.

在营销方面如果还有什么我们能提供帮助的，请告诉我们。

▶ Please let me know if there is anything else we can help with about the marketing.

整理主要的语法结构

- I have some information regarding the two contract conditions.
- Let me begin with the wholesale pricing.
- We've come to the conclusion that it won't be possible to move it up by 15 days.

Memo

Go about the buyer reception

Buyer Reception Simulation

Lesson 17 签署合同

Contract Settlement

Contract Settlement

金哲洙和布朗为了最终敲定合同进行商讨。想一想，就变更的事项进行交谈、在敲定合同的会议中会用哪些表达方式？

Preview

今天学习的内容

（1）最后确认合同内容时的表达方式

（2）商讨之后的日程时的表达方式

主要的表达法

今天的会议希望我们能最终敲定合同。

让我们检查一下，确认合同是否无误吧。

我们就所有的合同条款达成一致了，是吗？

日程一确定下来，我马上和你联系。

我们准备签署修改过的合同吧？

主要的语法结构

What did your company say about…?

That was in exchange for…

We'll see to it that…

今天金哲洙和 Mr. Brown 最终敲定合同。
从下面的选项中选择 Mr. Kim 的适当回答，然后想一想用英语怎样表达。

Mr. Brown

Brown：I certainly do, too. 我也希望如此。

Kim：怎样说，布朗会这样回答？

❶ 金：双方终于要签订合同了。

❷ 金：那么，今天的会议希望我们能最终敲定合同。

Mr. Brown

Brown：All right, let's get started.
好的，开始吧。

Kim：怎样说，布朗会这样回答？

❶ 金：让我们检查一下，确认合同是否无误吧。

❷ 金：对合同的内容满意吗？

Mr. Brown

Brown：Yes, everything is in order now.
是的，现在都没问题了。

Kim：怎样问，布朗会这样回答？

❶ 金：如有和协议事项不符的，请说一下。

❷ 金：我们就所有的合同条款达成一致了，是吗？

Mr. Brown

Brown：Then, we'll see to it that everything is done to make the visit as comfortable as possible.
那么，我们会确保安排好一切事宜，让访问没有任何不便。

Kim：怎样说，布朗会这样回答？

❶ 金：日程一确定下来，我马上就和你联系。

❷ 金：不知道我公司员工的访问日程是否合适。

Mr. Brown

Brown：Absolutely, and I have to say I'm very pleased with the results of these meetings. 好的，很高兴会议取得了很好的成果。

Kim：怎样说，布朗会这样回答？

❶ 金：我们准备签署修改过的合同吧？

❷ 金：什么时候能签订合同？

Get ready 正确答案及释义

结合情况，熟悉适当的英语表达方法。

❷ 金　：那么，今天的会议希望我们能最终敲定合同。

Kim：Well, in today's meeting, I hope we can finalize our contract terms.

Kim：Okay, I hope we can settle the contract conditions during today's meeting.

❶ 金　：让我们检查一下，确认合同是否无误吧。

Kim：Let's go over those and make sure they're correct.

Kim：Let's look at those together and confirm that they're right.

❷ 金　：我们就所有的合同条款达成一致了，是吗？

Kim：We're agreed on all the contract terms?

Kim：We're settled on the terms of the contract?

❶ 金　：日程一确定下来，我马上就和你联系。

Kim：We'll contact you as soon as we've set a schedule.

Kim：We'll notify you immediately when we have a schedule ready.

❶ 金　：我们准备签署修改过的合同吧？

Kim：Why don't we prepare to sign the revised contract?

Kim：Do you agree that we're ready to sign the amended contract?

下面是对话内容。听的时候尽量不要看对话文字。

Kim : Well, in today's meeting, I hope we can finalize our contract terms.

Brown : I certainly do, too.

Kim : I've brought the original contract and a revised version, with the proposed changes written into it. Let's go over those and make sure they're correct.

Brown : All right, let's get started.

Kim : First of all, what did your company say about dividing the profits on an 80/20 basis, once the total sales exceed the set goal of 30% ? That was in exchange for lowering the wholesale price by 3% .

Brown : I checked with our headquarters and they agreed to it.

Kim : Wonderful. And, the shipping date will be June 20th, a week earlier than it was stated in the previous contract, right?

Brown : Yes, that's right.

Kim : So, with those three issues resolved, we're agreed on all the contract terms?

Brown : Yes, everything is in order now.

Kim : I should mention that arrangements will be made for an employee from my company to visit Tycon at some point.

Brown : Oh, I see. When do you think we should expect the NANO representative to visit?

Kim : Well, we don't have a concrete date yet. We'll contact you as soon as we've set a schedule.

Brown : Then, we'll see to it that everything is done to make the visit as comfortable as possible.

Kim : Thank you, that's very thoughtful of you. Well, I think we've settled everything. Why don't we prepare to sign the revised contract?

Brown : Absolutely, and I have to say I'm very pleased with the results of these meetings.

Kim : I feel exactly the same way.

Dialog 释义

阅读对话的译文，然后再听一遍。

金　：那么，今天的会议希望我们能最终敲定合同。

布朗：我也希望如此。

金　：我带来了原合同和按照你们的要求修改过的合同。让我们检查一下，确认合同是否无误吧。

布朗：好的，开始吧。

金　：首先，对于总销售额超过既定目标的 30% 就按照 2:8 的比率来分配利润，贵公司有什么想法？这是作为我们降低价格 3% 的条件。

布朗：我和总公司确认过了，已经取得同意。

金　：很好。装船日期是 6 月 20 日，比原合同上的日期提前一周，对吗？

布朗：是的，对。

金　：那么，这三个问题都解决了，我们就所有的合同条款达成一致了，是吗？

布朗：是的，现在都没问题了。

金　：还有，我公司将会安排一名员工去访问泰康。

布朗：知道了。纳诺的代表什么时候会访问我公司？

金　：嗯，还没有定下来具体的日期。日程一确定下来，我马上就和你联系。

布朗：那么，我们会确保安排好一切事宜，让访问没有任何不便。

金　：谢谢你考虑得这么周到。那么，我们一切就绪了。我们准备签署修改过的合同吧？

布朗：好的，很高兴会议取得了很好的成果。

金　：我也很高兴。

听下面的对话，选择适当的回答。

1. What do they hope to do today?
   ① Revise the contract.
   ② Renew the contract.
   ③ Finalize the contract.

2. What will be the shipping date?
   ① June 13th.
   ② June 20th.
   ③ June 27th.

3. What are the speakers discussing?
   ① A NANO employee's visit to Tycon.
   ② Tycon's preparation for the visit.
   ③ Setting a schedule for the visit.

Quiz 正确答案及释义

1. [正确答案] ③

[释义] 今天要做的事情是什么？

① 修改合同。② 续签合同。③ 签订合同。

Kim : Well, in today's meeting, I hope we can finalize our contract terms.

Brown : I certainly do, too.

Kim : I've brought the original contract and a revised version, with the proposed changes written into it. Let's go over those and make sure they're correct.

金 : 那么，今天的会议希望我们能最终敲定合同。

布朗 : 我也希望如此。

金 : 我带来了原合同和按照你们的要求修改过的合同。让我们检查一下，确认合同是否无误吧。

---

2. [正确答案] ②

[释义] 装船日期比原合同上的日期提前一周，是 6 月 20 日。

Kim : Wonderful. And, the shipping date will be June 20th, a week earlier than it was stated in the previous contract, right?

Brown : Yes, that's right.

金 : 很好。装船日期是 6 月 20 日，比原合同上的日期提前一周，对吗？

布朗 : 是的，对。

---

3. [正确答案] ①

[释义] 两人在谈关于纳诺的员工访美一事。

Kim : I should mention that arrangements will be made for an employee from my company to visit Tycon at some point.

Brown : Oh, I see. When do you think we should expect the NANO representative to visit?

Kim : Well, we don't have a concrete date yet. We'll contact you as soon as we've set a schedule.

金 : 还有，我公司将会安排一名员工访问泰康电子公司。

布朗 : 知道了。纳诺通信公司的代表什么时候会访问我公司？

金 : 嗯，还没有定下来具体的日期。日程一确定下来，我马上就和你联系。

最终敲定合同时

- ▶ I hope we can finalize our contract terms. 希望我们能最终敲定合同。
- ▶ I hope we can close the deal. 希望我们能达成协议。
- ▶ Are we ready to close the deal? 我们可以达成协议了吗?
- ▶ I would like to work out the final agreement. 我希望能达成最后协议。

确认一下内容

- ▶ Let's go over those and make sure they're correct.
  我们检查一下，确认合同是否无误。
- ▶ Let's confirm what we've agreed on so far. 我们来确认一下目前协议的内容吧。
- ▶ Please check [confirm] whether everything is in order. 请确认一下是否一切良好。

主要语法

贵公司的意见是怎样的? / 和总公司商议了吗?

- ▶ What did your company say about…?
  = Did you check with your company about…?
- ▶ What did your company say about dividing the profits on an 80/20 basis, once the total sales exceed the set goal of 30% ? 对于总销售额超过既定目标的 30% 就按照 2:8 的比率来分配利润，贵公司有什么想法?

主要语法

作为……的条件 / 用……交换

- ▶ That was in exchange for lowering the wholesale price by 3% .
  这是作为我们降低价格 30% 的条件。
- ▶ We will sign the contract on the condition that …
  我们签署合同的条件是…… / 如果能……，我们就签署合同。

我们就合同条款达成一致了吗?

- ▶ We're agreed on all the contract terms? 我们就所有的合同条款达成一致了，是吗?
- ▶ Now I think we've been able to come to an agreement.
  现在我想我们能够达成一致了。
  We seem to be agreed.
  We're in complete agreement.
  We've arrived at an agreement.

日程还没有确定

▶ We don't have a concrete date yet. 具体的日期还没有确定。

▶ We don't have a definite schedule.

The schedule has not been fixed [finalized].

一……，我马上就告诉你。

▶ We'll contact you as soon as we've set a schedule.

日程一确定下来，我马上就和你联系。

▶ We'll let you know as soon as we decide.

一决定下来，我就告诉你。

We'll let you know as soon as…

= We'll inform [notify] you as soon as…

主要语法

我们会确保……

▶ We'll see to it that everything is done to make the visit as comfortable as possible.

我们会确保安排好一切事宜，让访问没有任何不便。

[其他例句]

▶ I'll see (to it) that it's done right away. 我会确保事情马上完成。

I'll see to it that your order moves quickly. 我会确保你方的订货进展迅速。

我们签订合同吧？

▶ Why don't we prepare to sign the revised contract? 我们准备签订修改过的合同吧？

[其他表达方式]

▶ Please put your signature here.

Please sign right here. 请在这里署名。

▶ Please sign at the bottom (top). 请在下方（上方）署名。

▶ 请签署合同。

Please sign the agreement/contract.

Please make the agreement official.

Please finalize the contract.

Please add your signature to the contract.

间接测试自己的英语表达能力。仔细读问题后选择正确的回答。

1. 怎样说，布朗会这样回答？

Brown：I certainly do，too.

① **Kim：** We need some time to prepare a contract copy for you.

② **Kim：** I asked for the final contract to be mailed as soon as possible.

③ **Kim：** Well，in today's meeting，I hope we can finalize our contract terms.

2. 怎样说，布朗会这样回答？

Brown：All right，let's get started.

① **Kim：** Let's go over those and make sure they're correct.

② **Kim：** Will you go over this document and correct the mistakes?

③ **Kim：** We'll soon start correcting them.

3. 怎样问，布朗会这样回答？

Brown：I checked with our headquarters and they agreed to it.

① **Kim：** What did you do at their headquarters?

② **Kim：** Is it okay to visit them now?

③ **Kim：** What did your company say about dividing the profits on an 80/20 basis?

4. 怎样问，布朗会这样回答？

Brown：Yes，everything is in order now.

① **Kim：** Can you put these in alphabetical order，please?

② **Kim：** We're agreed on all the contract terms?

③ **Kim：** We ran out of paper. We need to put in an order for some.

5. 怎样说，布朗会这样回答？

Brown：Then，we'll see to it that everything is done to make the visit as comfortable as possible.

① **Kim：** We'll contact you as soon as we've set a schedule.

② **Kim：** He'll call and check that your reservation is set.

③ **Kim：** Can you go and see if everything is on schedule?

6. 怎样问，布朗会这样回答？

Brown：Absolutely，and I have to say I'm very pleased with the results of these meetings.

① **Kim：** Why do you think the negotiations failed?

② **Kim：** Why don't we prepare to sign the revised contract?

③ **Kim：** Will you contact your headquarters to express our complaints?

Practice 正确答案及释义

1. [正确答案] ③ **Kim**: Well, in today's meeting, I hope we can finalize our contract terms.
   [释义] 布朗：我也希望如此。
   金　：我们需要一点时间来为你们准备合同复本。
   金　：我要求尽快用邮件寄送最终的合同。
   金　：那么，今天的会议希望我们能最终敲定合同。

2. [正确答案] ① **Kim**: Let's go over those and make sure they're correct.
   [释义] 布朗：好的。开始吧。
   金　：我们检查一下，确认合同是否无误。
   金　：看一下文件，如果有错误的地方，修改一下好吗？
   金　：我们马上开始修改。

3. [正确答案] ③ **Kim**: What did your company say about dividing the profits on an 80/20 basis?
   [释义] 布朗：我和总公司确认过了，已经取得同意。
   金　：在他们的总公司你做了什么？
   金　：现在去拜访他们可以吗？
   金　：对于按照 2:8 的比率来分配利润，贵公司有什么想法？

4. [正确答案] ② **Kim**: We're agreed on all the contract terms?
   [释义] 布朗：是的，现在都没问题了。
   金　：你能把这个按照字母表顺序整理一下吗？
   金　：我们就所有的合同条款达成一致了，是吗？
   金　：我们没有纸了，需要再订购一些。

5. [正确答案] ① **Kim**: We'll contact you as soon as we've set a schedule.
   [释义] 布朗：那么，我们会确保安排好一切事宜，让访问没有任何不便。
   金　：日程一确定下来，我马上就和你联系。
   金　：他会打电话看是不是预订好了。
   金　：你能去了解一下是否一切都在按计划进行吗？

6. [正确答案] ② **Kim**: Why don't we prepare to sign the revised contract?
   [释义] 布朗：好的。很高兴会议取得了很好的成果。
   金　：你觉得协商为什么破裂了？
   金　：我们准备签署修改过的合同吧？
   金　：你能跟总公司联系一下转达我方的意见吗？

Lesson 17

Contract Settlement 签署合同

Review

检查今天学习的内容

整理今天学习的表达方式，结合自己的情况使用。

整理主要的表达法

今天的会议希望我们能最终敲定合同。

▶ In today's meeting, I hope we can finalize our contract terms.

让我们检查一下，确认合同是否无误吧。

▶ Let's go over those and make sure they're correct.

我们就所有的合同条款达成一致了，是吗？

▶ We're agreed on all the contract terms?

日程一确定下来，我马上就和你联系。

▶ We'll contact you as soon as we've set a schedule.

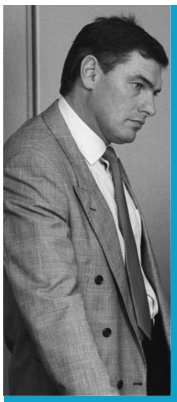
我们准备签署修改过的合同吧？

▶ Why don't we prepare to sign the revised contract?

整理主要的语法结构

- What did your company say about dividing the profits on an 80/20 basis, once the total sales exceed the set goal of 30% ?
- That was in exchange for lowering the wholesale price by 3% .
- We'll see to it that everything is done to make the visit as comfortable as possible.

Memo



Go about the buyer reception

Buyer Reception Simulation

Lesson 18 观光：民俗村

Sightseeing: Korean Folk Village

Sightseeing：Korean Folk Village

金哲洙带布朗参观民俗村。像这样有机会给外国人介绍韩国传统文化的时候，会用到哪些英语表达方式呢？

Preview

今天学习的内容

（1）介绍民俗村的特点时的表达方式

（2）介绍传统的生活方式时的表达方式

主要的表达法

这里很受游客的欢迎。

你会看到很多种传统的韩屋。

由于社会地位不同，房子的样式也有所不同。

暖炕的意思就是“温暖的石头”。

看起来演出马上就要开始了。

主要的语法结构

This is…you've been talking about.

I can't wait to…

You can imagine…

It looks like…

今天金哲洙和 Mr. Brown 去参观民俗村。
从下面的选项中选择 Mr. Kim 的适当回答，想一想用英语怎样表达。

Mr. Brown

Brown：So, this is the Korean Folk Village you've been talking about.
这就是你曾说的韩国民俗村吧。

Kim：对布朗的话，我的回答是？

❶ 金：是的，这里很受游客的欢迎。

❷ 金：你对民俗村很了解啊。

Mr. Brown

Brown：What exactly is inside?
里面究竟有什么？

Kim：对布朗的问题，我的回答是？

❶ 金：具有代表性的传统房屋是草房和瓦房。

❷ 金：你会看到很多种传统的韩屋。

Mr. Brown

Brown：So, you mean that the houses are all traditional ones?
那么，你是说这里的房子都是传统的房屋吗？

Kim：对布朗的问题，我的回答是？

❶ 金：是的，可是由于社会地位不同，房子的样式也有所不同。

❷ 金：现在很难看到从前的传统房屋了。

Mr. Brown

Brown：So, what we're sitting on is maru, but what is ondol?
那么，我们现在坐的是地板，那暖炕是什么？

Kim：对布朗的问题，我的回答是？

❶ 金：地板起到了和西方的客厅一样的作用。

❷ 金：暖炕的意思就是“温暖的石头”。大致说来，就是安装在地板下的供暖系统。

Mr. Brown

Brown：Of course, yes. Let's go.
当然好了。走吧。

Kim：怎样问，布朗会这样回答？

❶ 金：想看什么传统游戏？

❷ 金：看起来演出马上就要开始了。我们去看看吧？

Get ready 正确答案及释义

结合情况，熟悉适当的英语表达方法。

Mr. Kim

❶ 金　：是的，这里很受游客的欢迎。

Kim：That's right. Many tourists visit here.

Kim：Yes, this place attracts many visitors.

Mr. Kim

❷ 金　：你会看到很多种传统的韩屋。

Kim：You'll see many different types of traditional Korean houses.

Kim：There are various types of traditional Korean houses here.

Mr. Kim

❶ 金　：是的，可是由于人们社会地位不同，房子的样式也有所不同。

Kim：Yes, but the types of houses vary based on social status.

Kim：Right, however, housing types were different depending on social rank.

Mr. Kim

❷ 金　：暖炕的意思就是"温暖的石头"。大致说来，就是安装在地板下的供暖系统。

Kim：The word "ondol" means warm stone. Basically, it's an under-floor heating system.

Kim：The meaning of "ondol" is warm stone. It refers to a heating system below a floor.

Mr. Kim

❷ 金　：看起来演出马上就要开始了。我们去看看吧？

Kim：It looks like a performance is going to start soon. Shall we go and have a look?

Kim：It appears there will be a performance very soon. Why don't we go and watch?

下面是对话内容。听的时候尽量不要看对话文字。

Brown：So, this is the Korean Folk Village you've been talking about.

Kim：That's right. Many tourists, both foreigners and Koreans, visit here.

Brown：I see. I can't wait to go in and see it myself. Speaking of which, what exactly is inside?

Kim：You'll see many different types of traditional Korean houses and some aspects of traditional culture.

Brown：So, you mean that the houses are all traditional ones?

Kim：Yes, but the types of houses vary based on where people lived and social status, etc.

Brown：And what are some distinguishing features of traditional Korean houses?

Kim：I would say the wooden floors, called "maru", and also what is known as "ondol".

Brown：So, what we're sitting on is maru, but what is ondol?

Kim：The word ondol means "warm stone". Basically, it's an under-floor heating system. It's still used to heat homes nowadays, too.

Brown：I see. That's a brilliant idea, especially during a harsh winter.

Kim：Yes, you can imagine just how important ondol was and is if you think about the lifestyle in Korea.

Brown：Oh, what's going on over there? I see a crowd of people.

Kim：That's a stage area for traditional folk performances.

Brown：Oh, is that right? I want to see what one is like.

Kim：It looks like a performance is going to start soon. Shall we go and have a look?

Brown：Of course, yes. Let's go.

Dialog 释义

阅读对话的译文，然后再听一遍。

布朗：这就是你曾说过的韩国民俗村吧。

金　：是的，这里很受游客的欢迎，包括外国游客和韩国游客。

布朗：明白了。真想快点进去看一看。说到民俗村，里面究竟有什么？

金　：你会看到很多种传统韩屋和一些传统文化的样貌。

布朗：那么，你是说这里的房子都是传统房屋吗？

金　：是的，但是根据人们居住的地方和社会地位等不同，房屋样式也有所不同。

布朗：那么，传统韩屋显著的特点是什么？

金　：可以说是木质地板，叫“maru”，还有有名的暖炕，“ondol”。

布朗：那么，我们现在坐的是地板，那暖炕是什么？

金　：暖炕的意思就是“温暖的石头”。大致说来，就是安装在地板下的供暖系统。直到现在暖炕也用来给房屋供暖。

布朗：明白了。真是个好主意，特别是在寒冷的冬天。

金　：是的，想一想韩国人的生活方式，你就能想象到暖炕在过去和现在都有多重要了。

布朗：噢，那边在做什么？有好多人。

金　：那边是进行传统民俗表演的舞台区。

布朗：噢，是吗？我想去看看是什么样。

金　：看起来演出马上就要开始了。我们去看看吧？

布朗：当然好了。走吧。

听下面的对话，选择适当的回答。

1. What are they about to see?
   ① Foreign tourists.
   ② Traditional Korean houses.
   ③ An important cultural monument.

2. What are they sitting on?
   ① A wooden floor.
   ② Warm stones.
   ③ An under-floor heating system.

3. What do they want to see?
   ① A crowd of people.
   ② A stage area.
   ③ A traditional folk performance.

Quiz 正确答案及释义

1. [正确答案] ②

[释义] 两人想参观传统房屋和传统文化。monument 纪念碑；遗迹；遗址

■ **Brown**：I see. I can't wait to go in and see it myself. Speaking of which, what exactly is inside?

Kim：You'll see many different types of traditional Korean houses and some aspects of traditional culture.

■ **布朗**：明白了。真想快点进去看看。说到民俗村，里面究竟有什么？

金：你会看到很多种传统韩屋和一些传统文化的样貌。

---

2. [正确答案] ①

[释义] 根据对话，两人正坐在地板上交谈。

■ **Brown**：So, what we're sitting on is maru, but what is ondol?

Kim：The word ondol means "warm stone". Basically, it's an under-floor heating system. It's still used to heat homes nowadays, too.

■ **布朗**：那么，现在我们坐的是地板，那暖炕是什么？

金：暖炕的意思就是"温暖的石头"。大致说来，就是安装在地板下的供暖系统。直到现在暖炕也用来给房屋供暖。

---

3. [正确答案] ③

[释义] 两人要去看传统演出。

■ **Kim**：That's a stage area for traditional folk performances.

Brown：Oh, is that right? I want to see what one is like.

Kim：It looks like a performance is going to start soon. Shall we go and have a look?

■ **金**：那边是进行传统民俗表演的舞台区。

布朗：噢，是吗？我想去看看是什么样。

金：看起来演出马上就要开始了。我们去看看吧？

很受游客的欢迎

▶ Many tourists, both foreigners and Koreans, visit [come] here.
这里很受游客的欢迎，包括外国游客和韩国游客。
* here 处可以用其他的地名或者名胜

▶ The Korean Folk Village attracts [draws] many tourists [people].

主要语法

想快点……，真想……

▶ I can't wait to go in and see it myself. 真想快点进去看看。
* can't wait to… 等不及要…… = 想快点……

[补充例句]

I can't wait to go now. 真想现在就去。

I can't wait for my vacation. 真想快点到假期（放假）。

说到……，提起……

▶ Speaking of which, what exactly is inside? 说起（民俗村），里面究竟有什么？

▶ Speaking of John, he's got a new job. 说起约翰，他找到了新工作。

▶ Speaking of vacations, when's yours? 说到假期，你的假期是什么时候？

能看到……

▶ You'll see many different types of traditional Korean houses and some aspects of traditional culture. 你会看到很多传统韩屋和一些传统文化的样貌。

▶ 左边的是佛国寺。
On [To] the left you can see Bulgug Temple.
= That's Bulgug Temple on [to] your left.

随着……而不同

▶ The types of houses vary based on where people lived and social status, etc.
根据人们居住的地方和社会地位等不同，房屋样式也有所不同。

▶ 质量不同，价格也不同。
The price varies based on quality.
= The price depends on quality.
= The price differs according to quality.

可以说是……

▶ I would say the wooden floors, called "maru", and also what is known as "ondol". 可以说是木质地板，叫"maru"，还有有名的暖炕，"ondol"。

[补充例句]

Brown：What is Korea's traditional sport? 韩国的传统体育项目是什么？

Kim：I would say it's "Ssireum". 可以说是韩国相扑。

主要语法

可以想象……

▶ You can imagine just how important ondol was and is if you think about the lifestyle in Korea. 想一想韩国人的生活方式，就能想象到暖炕在过去和现在都有多重要了。

[补充例句]

You can imagine my surprise on hearing the news!

你能想象我听到那个消息有多惊讶！

暖炕

▶ The word ondol means "warm stone". Basically, it's an under-floor heating system. 暖炕的意思是"温暖的石头"。大致说来，就是安装在地板下的供暖系统。

什么事?

▶ What's going on over there? 那边在做什么？

▶ 什么事？

What's going on? What's the matter?

What happened? Did something happen?

▶ Please let me know what's going on with you. 告诉我你过得怎么样。

▶ Please let me know what's going on. 告诉我发生了什么事。

主要语法

看起来……

▶ It looks like a performance is going to start soon. 看起来演出马上就要开始了。

* the performance 特指的演出 a performance 泛指的演出

[补充例句]

It looks like it's going to rain. 看起来要下雨了。

It looks like we're out of gas. = It looks as though we're out of gas.

我们好像没有煤气了。

去看看好吗?

▶ Shall we go and have/take a look? 我们去看看好吗？

[其他表达方式]

▶ We should go and see it.

Let's go take a look. (in formal expression)

间接测试自己的英语表达能力。仔细读问题后选择正确的回答。

1. 对布朗的问题最适当的回答是？

Brown：So，this is the Korean Folk Village you've been talking about.

① **Kim：** I don't want to talk about it any further.

② **Kim：** Yes，I know we need to talk about it.

③ **Kim：** That's right. Many tourists，both foreigners and Koreans，visit here.

2. 对布朗的问题最适当的回答是？

Brown：I see. I can't wait to go in and see it myself. Speaking of which，what exactly is inside?

① **Kim：** You'll see many different types of traditional Korean houses and some aspects of traditional culture.

② **Kim：** The entrance is on the other side.

③ **Kim：** I don't think that anyone's here besides us.

3. 对布朗的问题最适当的回答是？

Brown：So，what we're sitting on is maru，but what is ondol?

① **Kim：** I'll go and check if there are some chairs.

② **Kim：** I'm okay. I'll sit on this bench. Thanks.

③ **Kim：** Basically，it's an under-floor heating system.

4. 对布朗的问题最适当的回答是？

Brown：Oh，what's going on over there? I see a crowd of people.

① **Kim：** Yes，it gets very crowded at this time of the day.

② **Kim：** That's a stage area for traditional folk performances.

③ **Kim：** No，I don't want to go over there.

5. 怎样问，布朗会这样回答？

Brown：Of course，yes. Let's go.

① **Kim：** Why don't we stay here?

② **Kim：** Shall we go and have a look?

③ **Kim：** Why don't you go ahead and I'll join you later?

Practice 正确答案及释义

1. [正确答案] ③ **Kim**: That's right. Many tourists, both foreigners and Koreans, visit here.

[释义] 布朗：这就是你曾说过的韩国民俗村吧。

金 ：对此我不想再说什么。

金 ：是的，我知道在这一点上我们需要商量。

金 ：是的，这里很受游客的欢迎，包括外国游客和韩国游客。

2. [正确答案] ① **Kim**: You'll see many different types of traditional Korean houses and some aspects of traditional culture.

[释义] 布朗：明白了。真想快点进去看一看。说到民俗村，里面究竟有什么？

金 ：你会看到很多种传统韩屋和一些传统文化的样貌。

金 ：入口在另一边。

金 ：除了我们，没有别人。

3. [正确答案] ③ **Kim**: Basically, it's an under-floor heating system.

[释义] 布朗：那么，现在我们坐的是地板，那暖炕是什么？

金 ：我去看看有没有椅子。

金 ：没关系。我坐这把长椅上。谢谢。

金 ：大致说来，就是安装在地板下的供暖系统。

4. [正确答案] ② **Kim**: That's a stage area for traditional folk performances.

[释义] 布朗：噢，那边在做什么？好多人。

金 ：是的，每天的这个时候就会开始变得拥挤。

金 ：那边是进行传统民俗表演的舞台区。

金 ：不，我不想去那儿。

5. [正确答案] ② **Kim**: Shall we go and have a look?

[释义] 布朗：当然好了。走吧。

金 ：我们待在这儿怎么样？

金 ：我们去看看吧？

金 ：你先走，我回头去和你会合好吗？

Lesson 18

Sightseeing：Korean Folk Village 观光：民俗村

Review

检查今天学习的内容

整理今天学习的内容，结合自己的情况使用。

整理主要的表达法

这里很受游客的欢迎。

▶ Many tourists visit here.

你会看到很多种传统韩屋。

▶ You'll see many different types of traditional Korean houses.

由于社会地位不同，房屋的样式也不同。

▶ The types of houses vary based on social status.

暖炕的意思就是“温暖的石头”。

▶ The word ondol means “warm stone”.

看起来演出马上就要开始了。

▶ It looks like a performance is going to start soon.

整理主要的语法结构

- This is the Korean Folk Village you've been talking about.
- I can't wait to go in and see it myself.
- You can imagine just how important ondol was.
- It looks like a performance is going to start soon.

MEMO :::: Memo ::::

Go about the buyer reception

Buyer Reception Simulation

Lesson 19 帮助购物

Helping with Shopping

Helping with Shopping

金哲洙和布朗去电子产品市场购物。和外国人一起去购物中心的时候，会有怎样的对话呢？

Preview

今天学习的内容

（1）购物时各种提议的表达方式

（2）询问商品信息时的表达方式

主要的表达法

为什么不随便看看呢？

你觉得那边的那款相机怎么样？

看到喜欢的就告诉我。

你想买什么价位的？

主要的语法结构

Would it be okay to + 动词？

Let's go over + 介词（by/to）+ 场所.

Do you want me to get more information on…？

今天金哲洙帮助 **Mr. Brown** 购物。
从下面的选项里选出 **Mr. Kim** 的适当回答，想一想用英语怎样表达。

Mr. Brown

Brown：Well, I was thinking about getting a digital camera, but…
嗯，我想买一部数码相机，可是……

Kim：我怎样问，布朗会这样回答？

❶ 金：那么，有什么特别想买的东西吗？

❷ 金：想买什么型号的数码相机？

Mr. Brown

Brown：Hmm. It looks fine, but it's not really what I want.
看起来很好，可不是我想要的那种。

Kim：我怎样问，布朗会这样回答？

❶ 金：喜欢那边的哪种型号的相机？

❷ 金：你觉得那边的那款相机怎么样？

Mr. Brown

Brown：Anything that's not too expensive.
只要不太贵就行。

Kim：我怎样问，布朗会这样回答？

❶ 金：想要什么价位的？

❷ 金：想买便宜的相机吗？

Mr. Brown

Brown：Yes, and I appreciate your helping me with that.
好的，谢谢你能帮我。

Kim：我怎样问，布朗会这样回答？

❶ 金：陈列的商品中有喜欢的吗？

❷ 金：我去帮你多了解一下那边陈列的商品好吗？

Get ready 正确答案及释义

结合情况，熟悉适当的英语表达方法。

❶ 金　：那么，有什么特别想买的东西吗？

Kim：So, do you have anything particular in mind that you want to buy?

Kim：So, is there anything in particular you want to purchase?

❷ 金　：你觉得那边的那款相机怎么样？

Kim：How do you like that camera right there?

Kim：What do you think about that camera right there?

❶ 金　：想要什么价位的？

Kim：Do you have a price range?

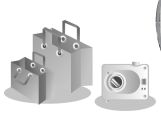
Kim：What's the limit on what you want to pay?

❷ 金　：我去帮你多了解一下那边陈列的商品好吗？

Kim：Do you want me to get more information on the ones displayed there?

Kim：Would you like me to get more details about the ones on display there?

下面是对话内容。听的时候尽量不要看对话文字。



Kim : Here's Yong-san electronics market.

Brown : Oh, it's a huge place, just like I'd heard. Since we're here, would it be okay to stop in?

Kim : Sure, we can make time for that. Let's go on over.

Kim : So, do you have anything particular in mind that you want to buy?

Brown : Well, I was thinking about getting a digital camera, but…

Kim : But… you changed your mind?

Brown : No, it's not that. It's just that this place makes me want to buy everything I see.

Kim : Well, we have enough time, so why don't we browse a bit? Let's go over by the camera section first.

Kim : How do you like that camera right there?

Brown : Hmm. It looks fine, but it's not really what I want.

Kim : I see. Well, there are still plenty to check out. Let me know if you spot one you like.

Brown : Oh, look at the ones in that display case. I really like the design of them.

Kim : Me too. But, do you have a price range?

Brown : Anything that's not too expensive. Say, around $350 or so would be fine.

Kim : Do you want me to get more information on the ones displayed there?

Brown : Yes, and I appreciate your helping me with that.

Dialog 释义

阅读对话的译文，然后再听一遍。

金　：这里是龙山电子产品市场。

布朗：噢，和我听说的一样，规模很大啊。既然到这儿了，可以进去看看吗？

金　：当然，我们可以腾出时间看看。走吧。

金　：那么，你有什么特别想买的东西吗？

布朗：嗯，我想买部数码相机，可是……

金　：可是…… 改变想法了吗？

布朗：不，不是的，只是这里的东西让人看了都想买。

金　：哦，我们有足够的时间，为什么不随便看看呢？我们先去相机区吧。

金　：你觉得那边的那款相机怎么样？

布朗：嗯，看起来很好，但不是我想要的那种。

金　：知道了。还有好多呢。看到喜欢的就告诉我。

布朗：哦，看陈列柜里面那些。我很喜欢它们的设计。

金　：我也喜欢。但是你想买什么价位的？

布朗：只要不太贵就行。$350 左右的。

金　：我去帮你多了解一下那边陈列的商品好吗？

布朗：好的，谢谢你能帮我。

听下面的对话，选择适当的回答。

1. What did Mr. Brown want to buy?

① A digital camera.

② A cellular phone.

③ An MP3 player.

2. How much does Mr. Brown plan to pay for the camera?

① About $100.

② About $350.

③ About $500.

Quiz 正确答案及释义

1. [正确答案] ①

[释义] 布朗想买的是数码相机。

Brown：Well, I was thinking about getting a digital camera, but…

Kim：But… you changed your mind?

Brown：No, it's not that. It's just that this place makes me want to buy everything I see.

布朗：嗯，我想买部数码相机，可是……

金：可是…… 改变想法了吗？

布朗：不，不是的，只是这里的东西让人看了都想买。

---

2. [正确答案] ②

[释义] 根据对话，布朗想买 $350 左右的。

Kim：Me too. But, do you have a price range?

Brown：Anything that's not too expensive. Say, around $350 or so would be fine.

金：我也喜欢。但是你想买什么价位的？

布朗：只要不太贵就行。$350 左右的。

主要语法

可以……吗?

- Would it be okay to stop in? 可以进去看看吗?
- Would it be alright for me to say something?
  = Can I say something? 我可以说句话吗?
- 顺便去
  I'll stop by around three o'clock. 我 3 点过来。
  I'll stop by the office. 我会顺便到办公室去。
  Stop by anytime you like. 欢迎随时过来。

有什么想买的吗?

- Do you have anything particular in mind that you want to buy?
  有什么特别想买的东西吗?
- Are you interested in buying some souvenirs? 你想买什么纪念品吗?
- Shall I help you with shopping? 我来帮你购物好吗?

我想买……

- I was thinking about getting a digital camera. 我想买一部数码相机。
- I was thinking of a digital camera. 我想买一部数码相机。
- I'm thinking about getting a new car. 我在想买部新车。

随便看(商店、物品等)

- Why don't we browse [look around] a bit? 为什么不随便看看呢?
- 我们再四处看看好吗?
  Why don't we look around some more?
- 就是随便看看。
  I'm just browsing.
  I'm just looking.
  I'm just looking around.

主要语法

去……区好吗?

- Let's go over by the camera section first. 我们先去相机区吧。
- Let's go over by the clothing section [department]. 我们去服装区吧。
  Let's go over by the cosmetic section [department]. 我们去化妆品区吧。

……怎么样?

▶ How do you like that camera right there?
你觉得那边的那款相机怎么样?

▶ 这个产品怎么样?
How do you like this (one)? How about this one?
How does this one look? How's this?

不是我想要的。

▶ It's not really what I want. = It's not really what I'm looking for.

▶ 就是我想要的。
That's what I'm looking for. = That's what I want.
= That's what I've been looking for.

▶ 我想要的是……
What I want is something really small/compact. 我想要的是小巧的。
What I want is a bigger/larger size. 我想要的是大一点尺码的。

有喜欢的就告诉我。

▶ Let me know if you spot one you like.
= Let me know if you see something you like.
= Let me know if there is something you like.
看到喜欢的就告诉我。

想要什么价位的?

▶ Do you have a price range? 想要什么价位的?
How much do you want to spend? 想要什么价位的?
Do you have a price range in mind? 想要什么价位的?
What price range do you have in mind? 想要什么价位的?

主要语法

我来帮你了解一下好吗?

▶ Do you want me to get more information on the ones displayed?
= Would you like me to get more information on the ones displayed?
我去帮你多了解一下那边陈列的商品好吗?

▶ I'll find out for you.
Let me check on that.
我来帮你了解一下。

间接测试自己的英语表达能力。仔细读问题后选择正确的回答。

1. 怎样问，布朗会这样回答？

Brown：Well，I was thinking about getting a digital camera.

① **Kim：** So，do you have anything particular in mind that you want to buy?

② **Kim：** So，did you say you wanted to get a rental car?

③ **Kim：** Why don't we go and get something to eat?

2. 对布朗的话最适当的回答是？

Brown：It's just that this place makes me want to buy everything I see.

① **Kim：** But，I don't have much money.

② **Kim：** But，this place doesn't have it.

③ **Kim：** Well，we have enough time，so why don't we browse a bit?

3. 怎样问，布朗会这样回答？

Brown：It looks fine，but it's not really what I want.

① **Kim：** How do you like the scenery here?

② **Kim：** How do you like that camera right there?

③ **Kim：** How do you like my idea?

4. 怎样问，布朗会这样回答？

Brown：Anything that's not too expensive.

① **Kim：** Do you have a price range?

② **Kim：** Do you have anything cheaper than this?

③ **Kim：** Do you want me to take that back for you?

5. 怎样说，布朗会这样回答？

Brown：Yes，and I appreciate your helping me with that.

① **Kim：** He wanted me to go and help them put up a display.

② **Kim：** I see a display over there that looks interesting.

③ **Kim：** Do you want me to get more information on the ones displayed there?

Practice 正确答案及释义

1. [正确答案] ① **Kim**: So, do you have anything particular in mind that you want to buy?

[释义] 布朗：是啊，我想买部数码相机。

金　：那么，你有什么特别想买的东西吗？

金　：你说过想租车吗？

金　：我们去吃点东西好吗？

2. [正确答案] ③ **Kim**: Well, we have enough time, so why don't we browse a bit?

[释义] 布朗：只是这里的东西让人看了都想买。

金　：可是我没有多少钱。

金　：可是这里没有。

金　：哦，我们有足够的时间，为什么不随便看看呢？

3. [正确答案] ② **Kim**: How do you like that camera right there?

[释义] 布朗：嗯，看起来很好，但不是我想要的那种。

金　：你觉得这里的景色怎么样？

金　：你觉得那边的那款相机怎么样？

金　：你觉得我的想法怎么样？

4. [正确答案] ① **Kim**: Do you have a price range?

[释义] 布朗：只要不是太贵就行。

金　：你想买什么价位的？

金　：有比这个更便宜点的吗？

金　：希望我帮你退货吗？

5. [正确答案] ③ **Kim**: Do you want me to get more information on the ones displayed there?

[释义] 布朗：好的，谢谢你能帮我。

金　：他希望我去帮他们陈列（商品）。

金　：我看到那边的展品很有趣。

金　：我去帮你多了解一下那边陈列的商品好吗？

Lesson 19

Helping with Shopping 帮助购物

Review

检查今天学习的内容

整理今天学习的表达方式，结合自己的情况使用。

整理主要的表达法

为什么不随便看看呢？

▶ Why don't we browse a bit?

你觉得那边的那款相机怎么样？

▶ How do you like that camera right there?

看到喜欢的就告诉我。

▶ Let me know if you spot one you like.

你想买什么价位的？

▶ Do you have a price range?

整理主要的语法结构

- Would it be okay to stop in?
- Let's go over by the camera section first.
- Do you want me to get more information on the ones displayed there?

Memo

Go about the buyer reception

Buyer Reception Simulation

Lesson 20 机场送行

Seeing Off at the Airport

Seeing Off at the Airport

布朗完成了在韩国的日程，要启程回美国。在机场，金哲洙和布朗之间会有什么对话？来学习一下给外国客人送行的时候很有用的表达方式吧。

Preview

今天学习的内容

（1）询问访韩感受的表达方式

（2）与外国人告别时需要的表达方式

主要的表达法

希望你在韩国期间过得很愉快。

你记忆最深刻的事情是什么？

你可以什么时候再来啊。

我会一起和你就工作上的事情保持联系。

主要的语法结构

I can hardly believe…

…produced such good results.

We are very optimistic about…

Mr. Brown 结束了访韩日程，今天要启程回美国，金哲洙去机场送行。从下面的选项里选择 Mr. Kim 的适当回答，想一想用英语怎么表达。

Brown：I can hardly believe it's already time to leave.
真不敢相信，已经该走了。

Kim：对布朗的话，我的回答是？

❶ 金：我也是。希望你在韩国期间过得很愉快。

❷ 金：什么时候再来韩国，请跟我联系。

Brown：I think it was seeing the Korean Folk Village.
我想参观民俗村给我的记忆最深刻。

Kim：我怎样问，布朗会这样回答？

❶ 金：参观民俗村给你的印象最深吗？

❷ 金：布朗先生，在韩国期间记忆最深刻的事情是什么？

Brown：I believe that we've established a good beginning for a long-term business partnership.
相信这是我们以后长期进行商贸合作的一个很好的开始。

Kim：对布朗的话，我的回答是？

❶ 金：我也是这么想的。纳诺相信我们的合作一定会取得成功。

❷ 金：谢谢你为签订合同帮了大忙。

Brown：Yes, we'll definitely be discussing business regularly.
是的，我们要定期商讨生意上的事情。

Kim：我怎样说，布朗会这样回答？

❶ 金：很想知道新产品的反映如何。

❷ 金：当然了我会一直和你就工作上的事情保持联系。

Brown：I also appreciate your coming all the way to the airport with me today.
还要谢谢你今天一路来机场送我。

Kim：对布朗的话，我的回答是？

❶ 金：不客气。到家后请和我联系。

❷ 金：谢谢你能来。

Get ready 正确答案及释义

结合情况，熟悉适当的英语表达方法。

❶ 金　：我也是。希望你在韩国期间过得很愉快。

Kim：Neither can I. I hope you've had a comfortable stay in Korea.

Kim：Me, either. I hope your stay in Korea has been a pleasant one.

❷ 金　：布朗先生，在韩国期间记忆最深刻的事情是什么？

Kim：I'm curious as to what you found most memorable while in Korea, Mr. Brown.

Kim：I wonder, Mr. Brown, what seemed most memorable to you during your stay in Korea.

❶ 金　：我也是这么想的。纳诺相信我们的合作一定会取得成功。

Kim：So do I. NANO is very optimistic about the success of our business venture.

Kim：You can say that again. NANO feels very strongly that our doing business together will be a success.

❷ 金　：当然了，我会一直和你就工作上的事情保持联系。

Kim：And of course I'll be in touch over business matters.

Kim：And I'll certainly be in regular contact with you regarding business affairs.

❶ 金　：不客气。到家后请和我联系。

Kim：That was my pleasure. Please let me know when you've arrived home.

Kim：Think nothing of it. Please inform me when you've gotten home.

下面是对话内容。听的时候尽量不要看对话文字。

Brown : I can hardly believe it's already time to leave.

Kim : Neither can I. I hope you've had a comfortable stay in Korea.

Brown : Of course, yes. It was all thanks to the care you took about everything.

Kim : It was no trouble at all.

Kim : I'm curious as to what you found most memorable while in Korea, Mr. Brown.

Brown : I think it was seeing the Korean Folk Village. I'd love to visit there again.

Kim : Well, then you have a good reason to come back sometime.

Brown : Yes, that's right. Of course meeting you and your colleagues was very important, especially as our contract talks produced such good results.

Kim : My company feels very pleased about that, too.

Brown : I believe that we've established a good beginning for a long-term business partnership.

Kim : So do I. NANO is very optimistic about the success of our business venture.

Brown : Well, I should go through security now. I'll need to be boarding soon.

Brown : Once again, I have to say I'm thankful for everything. Whenever you visit the U.S., for any reason, please let me know. Then I'll have a chance to return your hospitality.

Kim : Thanks very much. I'm sure we'll see each other in America sometime. And of course I'll be in touch over business matters.

Brown : Yes, we'll definitely be discussing business regularly. I also appreciate your coming all the way to the airport with me today.

Kim : That was my pleasure. Please let me know when you've arrived home.

Brown : I will, and bye for now.

Kim : Bye. Have a safe trip.

Dialog 释义

阅读对话的译文，然后再听一遍。

布朗：真不敢相信，已经该走了。

**金　**：我也是。希望你在韩国期间过得很愉快。

布朗：当然很愉快了。都是因为你费心安排好了一切。

**金　**：你客气了。

**金　**：布朗先生，在韩国期间记忆最深刻的事情是什么？

布朗：我想参观民俗村记忆最深刻。希望能再次参观那里。

**金　**：那么，你可以什么时候再来啊。

布朗：是啊，没错。当然了，见到你和你的同事们很重要，特别是我们关于合同的谈话取得了很好的成果。

**金　**：我们公司对此也很满意。

布朗：相信这是我们以后长期进行商贸合作的一个很好的开始。

**金　**：我也是这么想的。纳诺相信我们的合作一定会取得成功。

布朗：哦，我该过安检了。很快要登机了。

布朗：再次谢谢你所做的一切。不管什么时候什么原因来美国，请一定告诉我。这样我就有机会回报你的热情款待了。

**金　**：非常感谢。相信我们会在美国见面的。当然了，我会一直和你就工作上的事情保持联系。

布朗：是的，我们要定期商讨工作上的事情。还要谢谢你今天一路来机场送我。

**金　**：不客气。到家后请和我联系。

布朗：我会的，再见。

**金　**：再见。一路平安。

听下面的对话，选择适当的回答。

1. According to the dialog, what is NOT true?
   ① They are about to say goodbye.
   ② Mr. Brown had a comfortable stay in Korea.
   ③ They've just met each other.

2. What was most memorable to Mr. Brown during his stay?
   ① Seeing folk performances.
   ② Visiting the Korean Folk Village.
   ③ Signing a contract with NANO.

3. According to the dialog, what is true?
   ① Mr. Brown is inviting Mr. Kim to the U.S.
   ② Mr. Kim is going to visit the U.S. soon.
   ③ They will contact each other to discuss business.

Quiz 正确答案及释义

1. [正确答案] ③

[释义] 根据对话，两人不是刚见面，而是在告别。

Brown：I can hardly believe it's already time to leave.

Kim：Neither can I. I hope you've had a comfortable stay in Korea.

Brown：Of course, yes. It was all thanks to the care you took about everything.

布朗：真不敢相信，已经该走了。

金：我也是。希望你在韩国期间过得很愉快。

布朗：当然很愉快了。都是因为你费心安排好了一切。

---

2. [正确答案] ②

[释义] 布朗在韩国期间印象最深刻的是参观民俗村。

① 欣赏民俗表演。

② 参观民俗村。

③ 和纳诺签订合同。

Kim：I'm curious as to what you found most memorable while in Korea, Mr. Brown.

Brown：I think it was seeing the Korean Folk Village. I'd love to visit there again.

金：布朗先生，在韩国期间记忆最深刻的事情是什么？

布朗：我想参观民俗村记忆最深刻。希望能再次参观那里。

---

3. [正确答案] ③

[释义] ① 布朗邀请金哲洙访美。

② 金哲洙打算很快去访美。

③ 为商量工作，彼此会保持联系。

Brown：Once again, I have to say I'm thankful for everything. Whenever you visit the U.S., for any reason, please let me know. Then I'll have a chance to return your hospitality.

Kim：Thanks very much. I'm sure we'll see each other in America sometime. And of course I'll be in touch over business matters.

布朗：再次谢谢你所做的一切。不管什么时候什么原因来美国，请一定告诉我。这样我就有机会回报你的热情款待了。

金：非常感谢。相信我们会在美国见面的。当然了，我会一直和你就工作上的事情保持联系。

主要语法

无法相信 / 该走了

▶ I can hardly believe it's already time to leave.
真不敢相信，已经该走了。

▶ I can hardly believe it's our house!
真不敢相信这是我们的家！

[其他的表达方式]

▶ I think it's time for me to leave. I better go now. I have to go now.
I have to leave now. I must be leaving.

希望你在这期间过得很愉快。

▶ I hope you've had a comfortable stay in Korea. 希望你在韩国期间过得很舒适。

▶ I hope you enjoyed your stay in Korea. 希望你在韩国期间过得很愉快。

▶ We hope you enjoyed your stay with us. 希望你和我们在一起过得很愉快。

▶ I really enjoyed your company. 和你在一起我过得很愉快。

记忆最深刻的是什么？

▶ I'm curious as to what you found most memorable while in Korea, Mr. Brown.
布朗先生，在韩国期间记忆最深刻的事情是什么？

▶ What is the most memorable experience during your stay?
逗留期间记忆最深刻的经历是什么？

▶ Which is the most memorable place you visited?
你去过的记忆最深刻的地方是哪里？

你可以再来

▶ You have a good reason to come back sometime. 你可以什么时候再来啊。

▶ 希望你一定再来韩国。
I really hope to see you in Korea again.
I hope you'll return to Korea sometime.

良好的开端，打好基础

▶ I believe that we've established a good beginning for a long-term business partnership.
=I believe that we've laid the foundation for a long-term business partnership.
相信这是我们以后长期进行商贸合作的一个很好的开始。

主要语法

对……很乐观

- NANO is very optimistic about the success of our business venture.
  纳诺相信我们的合作一定会取得成功。
- I'm quite positive［optimistic］about the future of this company.
  我确信公司未来的前景很乐观。

回报好意、热情款待

- Then I'll have a chance to return your hospitality［kindness］.
  这样我才有机会回报你的热情款待。
- Hopefully, one day I'll be able to return your hospitality［kindness］.
  希望什么时候我能回报你的热情款待［好意］。
- Hopefully next year I can return the favor. 希望明年我能回报你的好意。

我会和你联系。

- I'll be in touch over business matters. 我会一直和你就工作上的事情保持联系。
- I'll get in touch soon. 我会很快和你联系的。
- I'll be in touch with you again. 我会再和你联系。
- I will contact to you later. 我回头和你联系。
- Please feel free to reach me at your convenience. 请方便的时候随时和我联系。
- Please keep in touch. 请保持联系。
- We look forward to hearing from you. 期待着你和我们联系。
- I hope you will get in touch with me from time to time. 希望你时常和我联系。

到达后请和我联系。

- Please let me know when you've arrived（home）. 到家后请和我联系。
- Please let me know when you get there. 到了那儿请和我联系。
- When you get home, please e-mail me. 到家后请给我发邮件。
- Please call me when you arrive there. 到那儿请给我打电话。

一路平安

- Have a safe trip. 一路平安。
- Have a nice flight. 旅途愉快。
- I'm looking forward to seeing you again. 我期待着再见到你。

间接测试自己的英语表达能力。仔细读问题后选择正确的回答。

1. 怎样说，布朗会这样回答？

Brown：Of course，yes. It was all thanks to the care you took about everything.

① **Kim：** Would you like to take everything with you?

② **Kim：** I hope you've had a comfortable stay in Korea.

③ **Kim：** I hope you enjoy the flight.

2. 怎样问，布朗会这样回答？

Brown：I think it was seeing the Korean Folk Village.

① **Kim：** What did you see while in Korea，Mr. Brown?

② **Kim：** Where do you want to go when you're in Korea，Mr. Brown?

③ **Kim：** I'm curious as to what you found most memorable while in Korea，Mr. Brown.

3. 对布朗的话最适当的回答是？

Brown：I believe that we've established a good beginning for a long-term business partnership.

① **Kim：** I don't think it will start soon.

② **Kim：** Yes，it was established a long time ago.

③ **Kim：** So do I. NANO is very optimistic about the success of our business venture.

4. 怎样说，布朗会这样回答？

Brown：Yes，we'll definitely be discussing business regularly.

① **Kim：** I'll be in touch over business matters.

② **Kim：** And I'll go over the business deal with them，too.

③ **Kim：** And I'll be here later to discuss it with them.

5. 对布朗的话最适当的回答是？

Brown：I also appreciate your coming all the way to the airport with me today.

① **Kim：** Sorry，I don't think I have time to do that.

② **Kim：** That was my pleasure. Please let me know when you've arrived home.

③ **Kim：** It's easy to find the way to the airport. I'll show you.

Practice 正确答案及释义

1. [正确答案] ② **Kim**: I hope you've had a comfortable stay in Korea.
   [释义] 布朗：当然很愉快了。都是因为你费心安排好了一切。
   金　：你想都带走吗？
   金　：希望你在韩国期间过得很愉快。
   金　：希望你旅途愉快。

2. [正确答案] ③ **Kim**: I'm curious as to what you found most memorable while in Korea, Mr. Brown.
   [释义] 布朗：我想参观民俗村记忆最深刻。
   金　：在韩国期间看到什么了，布朗先生？
   金　：在韩国期间想去哪儿，布朗先生？
   金　：布朗先生，在韩国期间记忆最深刻的是什么？

3. [正确答案] ③ **Kim**: So do I. NANO is very optimistic about the success of our business venture.
   [释义] 布朗：相信这是我们以后长期进行商贸合作的一个很好的开始。
   金　：我认为不会马上开始的。
   金　：是的，它是很久以前建立的。
   金　：我也是这么想的。纳诺相信我们的合作一定会取得成功。

4. [正确答案] ① **Kim**: I'll be in touch over business matters.
   [释义] 布朗：是的，我们要定期商讨工作上的事情。
   金　：我会一直和你就工作上的事情保持联系。
   金　：我也打算和他们研究一下生意合同。
   金　：回头我会来这里和他们商量一下这件事情。

5. [正确答案] ② **Kim**: That was my pleasure. Please let me know when you've arrived home.
   [释义] 布朗：还要谢谢你今天一路来机场送我。
   金　：对不起，我没有时间做。
   金　：不客气。到家后请和我联系。
   金　：到机场的路很好找。我来告诉你。

Lesson 20

Seeing off at the Airport 机场送行

Review

检查今天学习的内容

整理今天学习的内容，结合自己的情况使用。

整理主要的表达法

希望你在韩国期间过得很愉快。

▶ I hope you've had a comfortable stay in Korea.

你记忆最深刻的事情是什么？

▶ I'm curious as to what you found most memorable.

你可以什么时候再来啊。

▶ Then, you have a good reason to come back sometime.

我会一直和你就工作上的事情保持联系。

▶ I'll be in touch over business matters.

整理主要的语法结构

- I can hardly believe it's already time to leave.
- Our contract talks produced such good results.
- We are very optimistic about the success of our business venture.

Memo

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